

ISSUED EVERY WEDNESDAY

# DRUG & CHEMICAL MARKETS

SUBSCRIPTION:—U. S. CUBA & MEXICO \$4.00 CANADA \$4.50 FOREIGN \$5.00 A YEAR IN ADVANCE

Entered as second-class matter Dec. 7, 1914, at New York Postoffice

DRUG & CHEMICAL MARKETS, INC., PUBLISHERS

No. 3 Park Place, New York, U. S. A.

VOL. VII

NEW YORK, DECEMBER 15, 1920

No. 24

## Methyl Anthranilate

Our Own Manufacture

**W. J. BUSH & CO., Inc.**

100 William Street New York, N. Y.

## BATTELLE & RENWICK

Double Refined

**Saltpetre**

and

**Nitrate of Soda**

80 Maiden Lane

New York

Phone John 103

Founded 1940

Cable Battwick

## MERCK & CO.

**Chemicals**

St. Louis

NEW YORK

Montreal

Works at Rahway, N. J.

Cable Address:  
"Grayline, N. Y."

Established 1880

Telephone Calls:  
John 4500

## WM. S. GRAY & CO.

80 Maiden Lane, New York

Manufacturers' Agents

## Formaldehyde

**Creosote** Pure and Carbonate

**Guaiacol** Pure and Carbonate

Inquiries Solicited

**Mallinckrodt Chemical Works**

St. Louis

Montreal

New York

**Refined Chemicals**

**For Scientific Purposes**

Your inquiry will receive prompt  
attention

**U. S. INDUSTRIAL CHEMICAL CO.**

27 William-St., N. Y.

Broad 733



## Monsanto Chemical Works

SAINT LOUIS, U.S.A.

Manufacturers of

ACETANILID ACETPHENETIDIN (Phenacetin) ASPIRIN (Acetyl Salicylic Acid) CAFFEINE  
CHLORAL HYDRATE COUMARIN GLYCEROPHOSPHATES (Calcium, Potassium, Sodium, Etc.)  
PHENOL, U. S. P. PHENOLPHTHALEIN SACCHARIN SALICYLIC ACID  
SALICYLATE OF SODA SALOL VANILLIN

CHLORAMINE-T CHLORCOSANE DI-CHLORAMINE-T HALAZONE

ACETANILID, TECHNICAL SALICYLIC ACID, TECHNICAL PARANITROPHENOL  
PHTHALIC ANHYDRIDE ANTHRANILIC ACID, Technical and Refined  
PARANITROCHLORBENZOL AND OTHER INTERMEDIATES

WORKS:

St. Louis, Mo.

East St. Louis, Ill.

Ruabon, N. Wales

BRANCH OFFICES:

LONDON, E. C. 2

62 London Wall

NEW YORK

12 Platt Street

CHICAGO

209 N. LaSalle St.

Main Offices:

ST. LOUIS, MO.



**EDWARD P. MEEKER, Agent**

125 East 46th St., New York City

**Bonnell Samplers**

Phone  
Vanderbilt 9970

TRADE



Specifications  
under this  
brand—



obtain a  
guaranteed  
product

**Magnesium Oxide 90%**

**Caustic Soda 76-78%**

**Carbon Tetrachloride 99.7%**

**Carbon Bisulphide 99.5%**

**Sulphur Chloride Yellow or Red**

**FOR PROMPT SHIPMENT  
75 OTHER PRODUCTS**

**THE DOW CHEMICAL COMPANY**

**90 WEST STREET  
NEW YORK CITY**

**:-:**

**MIDLAND  
MICHIGAN**

**WE NOW OFFER:**

**CHEMCO FAST ACID BLUE R**

**Dyes perfectly level with SULPHURIC ACID  
and is of special interest for the production of**

**BRIGHT BLUE SHADES**

**Can also be used by the CHROMATE METHOD  
and on CHROME MORDANT**

**THE CHEMICAL COMPANY OF AMERICA, Inc.**

**Works: Springfield, New Jersey**

**Main Office:  
46 Murray St., New York City**

**New England Office:  
8 Union St., Providence, R. I.**

## Essential Oils---"Chiris"

*Of our own Distillation and Importation*

Cubebs

Cloves Zanzibar, U.S.P.

Cedar Leaf

Limes

Mustard Artificial

Pennyroyal French

Parsley

Sweet Birch (True)

---

## Synthetic Aromatic Chemicals

*Products of our American Works*

Acetophenone

Bromstyrol

Cinnamyl Alcohol

Phenyl Acetic Acid

Benzyl Benzoate

Linalyl Acetate

Novotone

Terpineol

PARIS  
BAUS ROUX  
BOUFARIK  
GRASSE  
CANNES



LONDON  
REGGIO  
MESSINA  
CAYENNE  
HAIPHONG  
CHAPA-LAO-KAI

## ANTOINE CHIRIS COMPANY

ESTABLISHED IN GRASSE, FRANCE,  
1768

18-20 PLATT STREET

NEW YORK

American Works, Delawanna, N. J.

# SOLVAY ALKALI

**SODA ASH 99%  $\text{Na}_2\text{CO}_3$**

Light and Dense

**CAUSTIC SODA 97%  $\text{Na OH}$**

Solid, Ground and Flake

**PURE BICARBONATE**

**CLEANSING SODAS**

**CALCIUM CHLORIDE**

Solid and Ground

**CROWN FILLER**

for Paper Manufacture

MANUFACTURED BY

**The  
Solvay Process Co.**

Factories:

**SYRACUSE, N. Y.**

**DETROIT, MICH. HUTCHINSON, KAN.**

SELLING AGENTS:

**WING & EVANS, Inc.**

22 WILLIAM ST., NEW YORK

89 STATE ST., BOSTON

625 BOOK BUILDING, DETROIT



"COAL TO DYESTUFF"

# NEWPORT COLORS

## VAT DYES

Newport Anthrene  
Dark Blue B O Paste

Newport Anthrene  
Brown B B Paste

Newport Anthrene  
Green B Paste

Newport Anthrene  
Blue G C D Paste

Newport Anthrene  
Black Paste

These are all now available as pastes and correspond in other respects to Indanthrene colors of the same designation.

Others which will be ready in the next few weeks are:

Newport Anthrene Yellow G Paste

Newport Anthrene Blue G C Paste

Newport Anthrene Blue R S Paste

When you see our slogan, remember what it means:

"COAL TO DYESTUFF"—NEWPORT ALL THE WAY

**Newport Chemical Works, Inc.**

Delaware Corporation

**Passaic, New Jersey**

BRANCH SALES OFFICES

Boston, Mass.

Philadelphia, Pa.

Providence, R. I.

Chicago, Ill.

Greensboro, N. C.



# Indigo Indigotine Indigo Extract

**Methyl Violet**  
**Methyl Violet Base**  
**Methyl Violet Powder**

**Fuchsine Crystals**  
**Fuchsine Powder**  
**Roseaniline Base**  
**Magenta Base**

## ALKALI BLUE

**Paraphenylenediamine**

and a complete assortment of other fur colors

**Tower Manufacturing  
Company, Inc.**

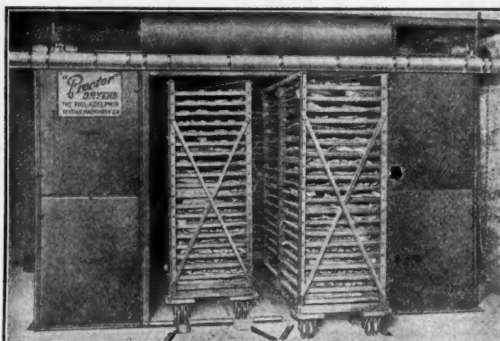
**Dyestuffs Department**

85-105 Doremus Avenue Newark, N. J.

Nos. 215-229 Russell Street  
Brooklyn New York

New York Sales Office  
No. 326 Broadway, New York

## Proctor Dryers Eliminate Uncertainty



One of the Proctor Drying Machines for dry colors in the plant of a large Philadelphia manufacturer. Doors are open, showing trucks. Each machine holds six trucks at one time.

THE Proctor Dryer never fails. Material is always dried on schedule. Many well-known manufacturers tell us that the feeling of uncertainty about filling orders on time has been removed since they installed Proctor Dryers.

The Proctor Dryer can be depended upon to dry the maximum amount of wet material in the best commercial condition. There is no baking, over- or under-drying, or case-hardening, and consequently no spoilage or loss of material due to these causes. The Proctor dries the material from the inside out—thoroughly and uniformly. For a given capacity and floor space, it does this in the least time.

The Proctor Dryer is universally adopted among well-known chemical manufacturers because it is THE one dryer that is never a disappointment—it always accomplishes that which is claimed for it. Surely this fact alone justifies a thorough investigation. Why not write for a catalog to-day?

PROCTOR AND SCHWARTZ, INC.

Formerly Phila. Textile Mach. Co.

PHILADELPHIA, PA.

**"Proctor"**  
**DRYERS**



## IN THE STEPS OF

The Sales of Surplus Property conducted by the War Department offer such wonderful opportunities for economy in buying that discriminating manufacturers as well as consumers have bought and bought heavily.

The terms offered by the War Department in all public sales are of especial interest to purchasers of small quantities, and this class of buyer has been quick to follow in the steps of the big buyers.

Manufacturers, chemists and large institutions using medicinal drugs will find in this sale opportunities that do not exist in established markets. The War Department purposes transferring these items to American buyers at the lowest reasonable figure. Every bid will be given consideration. Interested purchasers are requested to study carefully a list of the items offered and are invited to inspect them at the Quartermaster Depot nearest them. With a

**SURPLUS PROPERTY**  
**Office of the Quartermaster**  
**MUNITIONS BLDG.**

The items offered are for sale by informal bid. Data as to quantity, how packed, location and conditions of sale may be had from the Depot Quartermaster nearest you whose address is given below.

Acidum Boricum Tablets.  
Aether.  
Aethyllis Chloridum.  
Agar-Agar.  
Aloe Pulvis.  
Aqua Ammonia.  
Argenti Nitras Crystals.  
Argenti Nitras Fusus  
Bottles Argrol or equivalent (Vitargol)  
Tubes Atropinae Sulphus.  
Bottles Balsam Peru.  
Bottles Barbitol Tablets.  
Bottles Chloratone Tablets.  
Tins of Chloroform.  
Bottles Caffeina Citrata.  
Bottles Caffeina Nitrate.  
Camphor, Powdered.  
Cantharidas Powder.  
Bottles Capsicum.  
Bottles Chloralum Hydratum.  
Bottles Chrysarobinum.  
Bottles Colloidum.  
Bottles Cresotum.  
Cupri Sulphas.  
Tubes Digitalis.  
Bottles Emetine Hydrochloride.  
Bottles Emetine Hydrochloridum Tablets.  
Bottles Ferri Phosphas Solubis.  
Bottles Fluidextractum Colchici Semina.  
Bottles Fluidextract Ergotae.  
Bottles Fluidextractum Ipecacuanhae.  
Bottles Hydrargyri Chloridum Corrosivum Tablets.  
Bottles Hydrargyri Iodide Flavum.  
Bottles Hydrargyri Chloridum Mite.  
Bottles Hydrargyri Iodidum Rubrum.  
Bottles Hydrargyri Salicylas.  
Bottles Iodum.  
Boxes Iodine Swabs.  
Ipecacuanha Pulvis.

### Lot No. 30.

**HYDRARGYRI CHLORIDUM CORROSIVUM TABLETS—54,350**  
bottles (250 in bottle)

Located at Philadelphia, Pa.  
Mfr.—E. R. Squibb & Co.  
Packed—50 bottles to case.

Note—Hydrargyri Chloridum Corrosivum stored also at Brooklyn, N. Y.; Chicago, Ill.; and Atlanta, Ga.

### Lot No. 32.

**HYDRARGYRI CHLORIDUM MITE—32 mgm. tablets—10,000**  
bottles (1,000 tablets in bottle)

Location—Chicago, Ill.  
Mfr.—not given.  
Packed—100 bottles in box.

Note: Hydrargyri Chloridum Mite 32 mgm. tablets, stored also at San Antonio, Texas, and Atlanta, Ga.

### Lot No. 36.

**IODINE SWABS—974,883 boxes (6 swabs in box)**

Located at Philadelphia, Pa.  
Mfr.—W. D. Young & Co., Inc.  
Packed—1,000 boxes to case.

Note: Iodine Swabs stored also at St. Louis Depot, and Chicago.

### Lot No. 39.

**LIQUOR HYDROGENI DIOXIDE—13,864 bottles (1 lb. in bottle)**

Located at St. Louis, Mo.  
Mfr.—Mallinckrodt Chemical Co.  
Packed—25 in case (1 lb. bottles).

Note: Hydrogen Dioxide Liquor stored also at Chicago, Ill., and New Cumberland, Pa.

### Lot No. 46.

**OLEUM GOSSYPII SEMINIS—87,336 tins (1 qt. in tin)**

Located at Schenectady, N. Y.  
Mfr.—American Cotton Oil Co.  
Packed—10-gal. and 5-gal. tins.

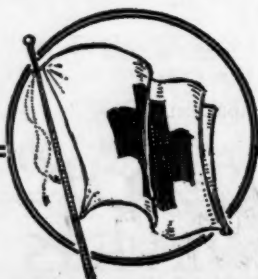
Note: Oleum Gossypii Semina stored also at Philadelphia, Pa. and Brooklyn, N. Y.

### Lot No. 47.

**OLEUM MENTHA PIPERATA—1500 bottles (1 oz. in bottle)**

Located at Brooklyn, N. Y.  
Mfr.—Magnus, Mabey & Reynard  
Packed—

Note: Oleum Mentha Piperata stored also at Philadelphia, Pa.; Chicago, Ill.; and Atlanta, Ga.



**NEW YORK:**  
461 Eighth Ave.,  
New York City.

Address all communications and bids to the  
**CHICAGO:**  
1819 W. 39th St.,  
Chicago, Ill.  
**BOSTON:**  
Army Supply Base,  
Boston, Mass.

# OF BIG BUSINESS

determination to sell these quantities, the War Department, as explained above, will consider any proposal made, but will make awards and conclude negotiations with those persons making the most advantageous offer to the Government.

Government specifications call for the highest quality in raw materials and finished products. The drugs and medicinal chemicals offered by the War Department in this sale conform to the highest standards of the War Department and are available at a time when manufacturers and consumers are demanding lower prices.

Progressive merchants are constantly availing themselves of the economies offered in these War Department Sales. Quick action is advised to obtain those items desired, as all are offered subject to prior sale.

Send in your bids NOW. Bids may be submitted up to 10 A. M. Eastern Standard Time, January 3, 1921.

ANCH

General, War Department  
WASHINGTON, D. C.



When bidding, remember that buying groups may be formed to acquire such items that have a larger minimum selling unit than an individual purchaser would have use for.

No. 48.

## OLEUM RICINI (CASTOR OIL)—3742 quarts

Located at Washington, D. C.  
Mr.—Madison Trading Co.  
Packed—1 qt. bottles—12 bottles to case.  
2-qt. cans—24 cans to case.

Mr.—Oleum Ricini also stored at Brooklyn, N. Y.; Philadelphia, Pa.; Chicago, Ill.; Newport News, Va.; and San Antonio, Tex.

No. 49.

## OLEUM TIGLII (CROTON OIL)—500 bottles (1 oz. in bottle)

Located at Brooklyn, N. Y.  
Mr.—Dodge, Olcott & Co.  
Packed—240 1-oz. bottles in case.  
Mr.—Oleum Tiglii stored also at Chicago, Ill.; and Philadelphia, Pa.

No. 54.

## PLUMBI ACETAS—15,500 bottles (1 lb. in tin—10,050 tins)

Located at Philadelphia, Pa.  
Mr.—E. R. Squibb & Sons Co.  
Packed—100 in case.

No. 59.

## SCOPOLAMINE HYDROBROMIDUM—27,162 tubes (mgm. hypodermic 20 in tube)

Located at Philadelphia, Pa.  
Mr.—Fraser Tablet Co.  
Packed—5 cases, 5,000 tubes each.  
1 case, 2,162 tubes.  
Mr.—Scopolamine Hydrobromidum stored also at Brooklyn, N. Y.; and St. Louis, Mo.

No. 60.

## STRYCHINAE SULPHAS—139,995 tubes (1 mgm. hypo tab., 20 in tube)

Located at Federal Street Warehouse, Chicago, Ill.  
Mr.—Ely Lilly Co.  
Packed—1 case, 4,995 tubes.  
27 cases, 5,000 tubes.  
Mr.—Strychnine Sulphas stored also at St. Louis, Mo.

No. 65.

## SULPHUR LOTOM—25,699 lbs. (1 lb. to carton)

Located at Philadelphia, Pa.  
Mr.—Nassau Sulphur Works, New York City.  
Packed—100 cartons to case.  
Mr.—Sulphur Lotom stored also at Washington, D. C.; Brooklyn, N. Y.; and Chicago, Ill.

No. 68.

## UNGUENTUM HYDRARGYRI CHLORIDI MITIS—4,400 jars (½ lb. to jar)

Located at Brooklyn, N. Y.  
Mr.—E. R. Squibb & Sons Co.  
Packed—100 ½-lb. jars to case.

Qts. Liquor Cresolis Compositum.  
Bottles Liquor Hydrogeni Dioxide.  
Bottles Magnesii Carbonas Pulvis.  
Magnesii Sulphas.  
Methylis Salicylas.  
Bottles Oleum Auranti Corticis.  
Bottles Oleum Caryophylli.  
Bottles Oleum Chenopodii Capsules.  
Oleum Gossypii Semina.  
Bottles Oleum Menthas Piperata.  
Qts. Oleum Ricini (Castor Oil).  
Bottles Oleum Tiglii.  
Bottles Phenol (Carbolic Acid).  
Bottles Peptonizing Tablets.  
Bottles Pilulae Alooli Compositae Tablets.  
Bottles Pilulae Catharticas Compound.  
Bottles Plumbi Acetas.  
Tins Plumbi Acetas.  
Bottles Potasii Hydroxidum.  
Bottles Potasii Iodidum.  
Bottles Protargol or Equivalent.  
Tubes Quinine Hydrochlorosulphas.  
Tubes Quinine Dihydrochloridum.  
Tubes Quinine Hydrochlorosulphas.  
Bottles Sulphas Crystals, U.S.P.  
Jars Sapo Mollis.  
Tubes Scopolamine Hydrobromidum.  
Bottles Strychninae Sulphas.  
Bottles Trochaei, Ammonii Chloridi.  
Bottles Quinine Sulphas Crystals.  
Lbs. Sodii Boras Pulvis.  
Bottles Sodii Carbonas Monohydratus.  
Tins Sodii Phosphas Exsiccatus Pulvis.  
Bottles Spiritus Ammonia Aromatisatus.  
Lbs. Sulphur Lotum.  
Tubes Strychninae Sulphas Hypo Tablets.  
Tubes Strophanthinum.  
Jars Unguentum Hydrargyri Chloridi Mitis.  
Tubes Unguentum Hydrargyri Oxide Flabl.  
Tins Unguentum Hydrargyri, 10% Mercury.  
Bottles Zinci Oxidum.  
Cartons Zinci Sulphas.

Quartermaster at the following addresses:

ANTA:  
Transportation Bldg.,  
Santa, Ga.

SAN FRANCISCO:  
Fort Mason,  
San Francisco, Calif.

SAN ANTONIO:  
San Antonio,  
Tex







## IN THE STEPS

The Sales of Surplus Property conducted by the War Department offer such wonderful opportunities for economy in buying that discriminating manufacturers as well as consumers have bought and bought heavily.

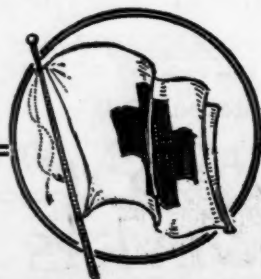
The terms offered by the War Department in all public sales are of especial interest to purchasers of small quantities, and this class of buyer has been quick to follow in the steps of the big buyers.

Manufacturers, chemists and large institutions using medicinal drugs will find in this sale opportunities that do not exist in established markets. The War Department purposes transferring these items to American buyers at the lowest reasonable figure. Every bid will be given consideration. Interested purchasers are requested to study carefully a list of the items offered and are invited to inspect them at the Quartermaster Depot nearest them. With a

### SURPLUS PROPERTY Office of the Quartermaster MUNITIONS BLDG.,

The items offered are for sale by informal bid. Data as to quantity, how packed, location and conditions of sale may be had from the Depot Quartermaster nearest you whose address is given below.

Acidum Boricum Tablets.  
Aether.  
Aethylls Chloridum.  
Agar-Agar.  
Aloe Pulvis.  
Aqua Ammonia.  
Argenti Nitras Crystals.  
Argenti Nitras Fusus  
Bottles Argyrol  
Bottles Argyrol or equivalent (Vitargol)  
Tubes Atropinas Sulphus.  
Bottles Balsam Peru.  
Bottles Barbitol Tablets.  
Bottles Chlorstone Tablets.  
Tins of Chloroform.  
Bottles Caffeina Citrata.  
Bottles Caffeina Nitrate.  
Camphor, Powdered.  
Cantharidas Powder.  
Bottles Capsicum.  
Bottles Chloralum Hydratum.  
Bottles Chrysarobinum.  
Bottles Colloidum.  
Bottles Creosotum.  
Cupri Sulphas.  
Tubes Digitalinum.  
Tubes Digitalis.  
Bottles Emetine Hydrochloride.  
Bottles Emetine Hydrochloridum Tablets.  
Bottles Ferri Phosphas Solubis.  
Bottles Fluidextractum Colchid Seminia.  
Bottles Fluidextractum Ergotae.  
Bottles Fluidextractum Ipecacuanhae.  
Bottles Hydrargyri Chloridum Corrosivum Tablets.  
Bottles Hydrargyri Iodide Flavum.  
Bottles Hydrargyri Chloridum Mite.  
Bottles Hydrargyri Iodidum Rubrum.  
Bottles Hydrargyri Salicylas.  
Bottles Iodum.  
Boxes Iodine Swabs.  
Ipecacuanha Pulvis.



**NEW YORK:**  
461 Eighth Ave.,  
New York City.

#### Lot No. 30.

**HYDRARGYRI CHLORIDUM CORROSIVUM TABLETS**—54,350 bottles (250 in bottle)

Located at Philadelphia, Pa.

Mfr.—E. R. Squibbs & Co.

Packed—50 bottles to case.

Note—Hydrargyri Chloridum Corrosivum stored also at Brooklyn, N. Y.; Chicago, Ill.; and Atlanta, Ga.

#### Lot No. 32.

**HYDRARGYRI CHLORIDUM MITE**—32 mgm. tablets—10,600 bottles (1,000 tablets in bottle)

Location—Chicago, Ill.

Mfr.—not given.

Packed—100 bottles in box.

Note: Hydrargyri Chloridum Mite 32 mgm. tablets, stored also at San Antonio, Texas, and Atlanta, Ga.

#### Lot No. 35.

**IODINE SWABS**—974,883 boxes (6 swabs in box)

Located at Philadelphia, Pa.

Mfr.—W. D. Young & Co., Inc.

Packed—1,000 boxes to case.

Note: Iodine Swabs stored also at St. Louis Depot, and Chicago.

#### Lot No. 39.

**LIQUOR HYDROGENI DIOXIDE**—13,864 bottles (1 lb. in bottle)

Located at St. Louis, Mo.

Mfr.—Mallinckrodt Chemical Co.

Packed—25 in case (1 lb. bottles).

Note: Hydrogen Dioxide Liquor stored also at Chicago, Ill., and New Cumberland, Pa.

#### Lot No. 46.

**OLEUM GOSSYPII SEMINIS**—87,336 tins (1 qt. in tin)

Located at Schenectady, N. Y.

Mfr.—American Cotton Oil Co.

Packed—10-gal. and 5-gal. tins.

Note: Oleum Gossypii Seminis stored also at Philadelphia, Pa. and Brooklyn, N. Y.

#### Lot No. 47.

**OLEUM MENTHA PIPERATA**—1500 bottles (1 oz. in bottle)

Located at Brooklyn, N. Y.

Mfr.—Magnus, Maboe & Reynard

Packed—

Note: Oleum Mentha Piperata stored also at Philadelphia, Pa.; Chicago, Ill.; and Atlanta, Ga.

Address all communications and bids to the

**CHICAGO:**  
1819 W. 39th St.,  
Chicago, Ill.

**BOSTON:**  
Army Supply Base,  
Boston, Mass.



# OF BIG BUSINESS

determination to sell these quantities, the War Department, as explained above, will consider any proposal made, but will make awards and conclude negotiations with those persons making the most advantageous offer to the Government.

Government specifications call for the highest quality in raw materials and finished products. The drugs and medicinal chemicals offered by the War Department in this sale conform to the highest standards of the War Department and are available at a time when manufacturers and consumers are demanding lower prices.

Progressive merchants are constantly availing themselves of the economies offered in these War Department Sales. Quick action is advised to obtain those items desired, as all are offered subject to prior sale.

Send in your bids NOW. Bids may be submitted up to 10 A. M. Eastern Standard Time, January 3, 1921.

RANCH  
General, War Department  
WASHINGTON, D. C.



When bidding, remember that buying groups may be formed to acquire such items that have a larger minimum selling unit than an individual purchaser would have use for.

## at No. 48. OLEUM RICINI (CASTOR OIL)—3742 quarts

Located at Washington, D. C.  
Mfr.—Madison Trading Co.  
Packed—1 qt. bottles—12 bottles to case.  
2-qt. cans—24 cans to case.

3-pt. tins—30 tins to case.  
Note: Oleum Ricini also stored at Brooklyn, N. Y.; Philadelphia, Pa.; Chicago, Ill.; Newport News, Va.; and San Antonio, Tex.

## at No. 49. OLEUM TIGLII (CROTON OIL)—500 bottles (1 oz. in bottle)

Located at Brooklyn, N. Y.  
Mfr.—Dodge, Olcott & Co.  
Packed—240 1-oz. bottles in case.  
Note: Oleum Tiglli stored also at Chicago, Ill.; and Philadelphia, Pa.

## at No. 54. PLUMBI ACETAS—18,500 bottles (1 lb. in tin—10,050 tins)

Located at Philadelphia, Pa.  
Mfr.—E. R. Squibb & Sons Co.  
Packed—100 in case.

## at No. 59. SCOPOLAMINE HYDROBROMIDUM—27,162 tubes (mgm. hypotabs 20 in tube)

Located at Philadelphia, Pa.  
Mfr.—Frazer Tablet Co.  
Packed—5 cases, 5,000 tubes each.  
1 case, 2,162 tubes.

Note: Scopolamine Hydrobromidum stored also at Brooklyn, N. Y.; and St. Louis, Mo.

## at No. 60. STRYCHINAE SULPHAS—139,995 tubes (1 mgm. hypo tabs., 20 in tube)

Located at Federal Street Warehouse, Chicago, Ill.  
Mfr.—Ely Lilly Co.  
Packed—1 case, 4,995 tubes.  
27 cases, 5,000 tubes.

Note: Strychnine Sulphas stored also at St. Louis, Mo.

## at No. 63. SULPHUR LOTOM—25,699 lbs. (1 lb. to carton)

Located at Philadelphia, Pa.  
Mfr.—Nassau Sulphur Works, New York City.  
Packed—100 cartons to case.  
Note: Sulphur Lotom stored also at Washington, D. C.; Brooklyn, N. Y.; and Chicago, Ill.

## at No. 68. UNGUENTUM HYDRARGYRI CHLORIDI MITIS—4,400 jars (½ lb. to jar)

Located at Brooklyn, N. Y.  
Mfr.—E. R. Squibb & Sons Co.  
Packed—100 ½-lb. jars to case.

Qts. Liquor Cresolis Compositum.  
Bottles Liquor Hydrogeni Dioxide.  
Bottles Magnesii Carbonas Pulvis.  
Magnesii Sulphas.  
Methylis Salicylas.  
Bottles Oleum Auranti Corticis.  
Bottles Oleum Caryophylli.  
Bottles Oleum Chenopodii Capsules.  
Oleum Gossypii Seminis.  
Bottles Oleum Menthas Piperata.  
Qts. Oleum Ricini (Castor Oil).  
Bottles Oleum Tiglli.  
Bottles Phenol (Carbolic Acid).  
Bottles Peptonizing Tablets.  
Bottles Pilulas Alooli Compositae Tablets.  
Bottles Pilulas Catharticae Compound.  
Bottles Plumbi Acetas.  
Tins Plumbi Acetas.  
Bottles Potasii Hydroxidum.  
Bottles Potasii Iodidum.  
Bottles Protargol or Equivalent.  
Tubes Quinine Hydrochlorosulphas.  
Tubes Quinine Dihydrochloridum.  
Tubes Quinine Hydrochlorosulphas.  
Bottles Sulphas Crystals, U.S.P.  
Jars Sapo Mollis.  
Tubes Scopolamine Hydrobromidum.  
Bottles Strychninae Sulphas.  
Bottles Trochisc. Ammonii Chloridi.  
Bottles Quinine Sulphas Crystals.  
Lbs. Sodii Boras Pulvis.  
Bottles Sodii Carbonas Monohydratus.  
Tins Sodii Phosphas Exsiccatus Pulvis.  
Bottles Spiritus Ammonia Aromatisus.  
Lbs. Sulphur Lotum.  
Tubes Strychninae Sulphas Hypo Tablets.  
Tubes Strophanthinum.  
Jars Unguentum Hydrargyri Chloridi Mitis.  
Tubes Unguentum Hydrargyri Oxide Flabl.  
Tins Unguentum Hydrargyri, 10% Mercury.  
Bottles Zinci Oxidum.  
Cartons Zinci Sulphas.

Quartermaster at the following addresses:

ATLANTA: Transportation Bldg., Atlanta, Ga.  
SAN FRANCISCO: Fort Mason, San Francisco, Calif.

SAN ANTONIO: San Antonio, Tex.





*A guarantee  
of Service*

*As well as  
Quality*

## Refined Coal Tar Products

The meaning of BARRETT STANDARD as applied to QUALITY is indicated by partial specifications as follows:

- Pure Benzol:** 100% must distill within a maximum range of 2° C., this range to include the true boiling point of Benzol. Color shall not be darker than No. 4.
- Pure Toluol:** 100% must distill within a maximum range of 2° C., this range to include the true boiling point of Toluol. Color shall not be darker than No. 4.
- Xylol:** 100% must distill between 137° C. and 142° C., and color shall not be darker than No. 6.
- Naphthalene:** To be classed as Refined Naphthalene, this product must be white in color with a melting point not below 79° C. A minimum melting point of 79.4° C. is our working standard when the Naphthalene is to be used for chemical purposes.
- Phenol:** Should in all cases meet the requirements of the United States Pharmacopoeia. Natural Phenol with a higher melting point (40° C.) can be furnished where special quality is required.
- \*Ortho Cresol:** Melting point of 29° C. guaranteed.

*NOTE: Numbers above mentioned in connection with product colors represent shades as checked by the Barrett Standard wash test method.*

The **Barrett** Company

*Chemical Department*

17 Battery Place



New York, N. Y.

ISSUED EVERY WEDNESDAY

# DRUG & CHEMICAL MARKETS

ESTABLISHED IN SEPTEMBER 1914 AS "WEEKLY DRUG MARKETS"

VOL. VII

NEW YORK, DECEMBER 15, 1920

No. 24

Entered as second-class matter, Dec. 7, 1914, at the post office at New York, N. Y., under the Act of March 3, 1879.

PUBLISHED EVERY WEDNESDAY BY

## DRUG & CHEMICAL MARKETS INC.

H. W. HAYNES, President

IRA P. MacNAIR, Secretary

F. F. BURGIN, Treasurer

Publication Office

3 PARK PLACE, NEW YORK, U. S. A.

Telephone 7646 Barclay

Cable Chemmarket

### SUBSCRIPTION RATES

United States, Cuba and Mexico.....\$4.00 a year  
Canada \$4.50 and Foreign \$5.00 a year  
Current Copies, 10 cents Back Copies, 25 cents

ALL SUBSCRIPTIONS PAYABLE IN ADVANCE



A BINDER  
FOR THIS JOURNAL

Save Your Copies

Price \$1.00 net Cash, postpaid

## Table of Contents

### EDITORIALS—

|  |      |
|--|------|
| Pride and Prejudice .....                | 1273 |
| Comparative Prices .....                 | 1273 |
| Effect of Sale of "Distress" Goods ..... | 1274 |
| Cartoon—Our Foreign Trade Opportunity .. | 1274 |

### FEATURE TRADE ARTICLE—

|  |      |
|--|------|
| Future of The Small Dyestuff Plant. By<br>Russell B. Stoddard, former Instructor in<br>The Lowell Textile School ..... | 1275 |
|--|------|

### TRADE NEWS—

|  |      |
|--|------|
| Drug Trade Conference Will Aid Prohibition<br>Unit In Enforcing Laws ..... | 1277 |
| Jersey Chemists Urge The Senate to Act<br>Quickly on the Dye Bill .....    | 1279 |
| Dye License for Textile Interests Upheld By<br>British Manufacturer .....  | 1280 |
| Insecticide Manufacturers' Convention .....                                | 1281 |
| Sales Forces of Du Ponts in Session In New<br>York .....                   | 1287 |
| Essential Oil Producers to Organize .....                                  | 1293 |
| Japan's Depressed Dye Market .....   | 1295 |
| Drug and Chemical Prices in Germany .....                                  | 1295 |

### MARKET REPORTS—

|                              |           |
|------------------------------|-----------|
| Heavy Chemicals .....        | 1282-1283 |
| Fine Chemicals .....         | 1284-1285 |
| Intermediates and Dyes ..... | 1286-1287 |
| The Oil Markets .....        | 1288-1289 |
| Crude Drugs .....            | 1290-1291 |
| Essential Oils .....         | 1292-1293 |
| Foreign Markets .....        | 1294-1295 |

PRICES CURRENT .....

IMPORTS .....

## PRIDE AND PREJUDICE

The incident of the German dyer who failed to get results from American dyes until they came to him in German packages has been widely quoted from the "Journal of Industrial and Engineering Chemistry" but has not the main point at issue been overlooked by the writer of the story as well as by those who have quoted it?

Human nature craves flattery wherever, whenever, and however it may come and certainly it partook of flattery to bow to the old German's innate prejudice to pack his dyes in what he thought were the proper kind of packages. Probably there is no other human feeling (or failing) which plays so large a part in the affairs of the world, both great and small, as that of prejudice and it is one that the American dye industry has failed utterly to take into account.

An analogous incident occurred in a large corporation which undertook to manufacture paint for its own consumption. No effort was made at camouflage and any old barrels that would hold paint were used in making shipments over the wide territory covered. The paint was absolutely a duplicate of that formerly bought which came in beautifully painted and stencilled barrels, but it absolutely would not give satisfaction from the painters' point of view. Finally in despair it was decided to try painting the barrels in a somewhat similar style to those which contained the outsiders' product but without any attempt to conceal the identity of paint. Strange as it may seem this trivial concession to the natural prejudice of the painter reduced the complaints received by some 90 per cent and added only about two mills per gallon to the cost of the paint.

The American manufacturer of dyes has a justifiable pride in his products, but he is letting his pride interfere in his dealings with his consumers. Let it be plainly understood that this is not written to justify fraud in whatever form, but certainly the seller of the dye packed in German style packages was applying one of the great laws of human nature which the dye manufacturers have neglected to consider. It was worth the Germans' while to swallow their pride to get control of the American market. It is not worth the while of our own industry to do the same kind of thing to regain that market?

## COMPARATIVE PRICES

To illustrate a comparative movement in medicinal prices during the past year, the following list of products has been selected. The items



listed below are principally ones which emphasize the sharper price fluctuations and cannot be classified as representing a group of average price movements. However, the chief aim in listing the accompanying group has been to demonstrate as vividly as possible the comparative severity of the movement in values from April 1st until the present as against that of the early part of the year.

|                             | Jan. 1 | Apr. 1 | Dec. 1 |
|-----------------------------|--------|--------|--------|
| Camphor, Amer. ref. ....    | \$3.30 | \$3.20 | \$1.20 |
| Cocoa Butter, Bulk, .....   | .37½   | .42    | .28    |
| Cream Tartar .....          | .55    | .53½   | .40    |
| Formaldehyde .....          | .38    | .57    | .17    |
| Menthol .....               | 12.50  | 13.50  | 4.00   |
| Calomel .....               | 1.68   | 1.58   | 1.10   |
| Morphine Sulfate .....      | 8.80   | 8.80   | 5.80   |
| Potass. Bromide .....       | .90    | .90    | .25    |
| Quinine Sulf., Java .....   | 1.25   | .85    | .50    |
| Thymol .....                | 12.00  | 14.50  | 10.00  |
| Acid Citric .....           | .85    | 1.16   | .45    |
| Acid Oxalic .....           | .32    | .45    | .17    |
| Acid Tartaric .....         | .69    | .82    | .45    |
| Oil Lemon, U. S. P. ....    | 1.50   | 2.00   | 1.00   |
| Oil Citronella, Ceylon .... | .65    | .90    | .40    |
| Oil Peppermint, Nat'l ....  | 8.00   | 8.25   | 5.50   |
| Ergot, Spanish .....        | 5.00   | 5.50   | 1.75   |
| Insect Powder, 100% ....    | .90    | 1.00   | .58    |
| Buchu, short leaf .....     | 2.35   | 4.00   | 3.00   |
| Ipecac, Rio .....           | 3.10   | 3.50   | 2.75   |
| Rhubarb Root, C. R. ....    | 1.75   | 1.35   | .65    |
| Senega Root .....           | 2.50   | 2.25   | .95    |
| Average .....               | 3.16   | 3.46   | 1.88   |

From the beginning of 1920 until April 1st, the average advance in price for the group listed herewith was slightly less than 10 per cent. The eight months from April 1st until the beginning of December saw a loss to the same group, based on the prices of April 1st, of more than 45 per cent. The total loss among these products for the first eleven months of 1920, the drop being from an average of 3.16 on January 1st to 1.88 on December 1st, approximated 40 per cent. Of course, it can be said with perfect safety that the average drop in this group was at least twice as great as the average movement in all medicinal chemicals, crude drugs and essential oils combined, the accompanying figures being more or less a hand-picked sample of current market rearrangements for illustrative purposes.

Buyers control the drug and chemical markets while stocks in second hands are the ruling factor from the seller's point of view. Prices are set now by the distress of the holder of each particular stock: the greater the distress the lower the price. As a result, where buyers have asked for bids, it has frequently happened that the price at which they have bought was not the lowest possible. Quotations may perhaps have been received from nine out of ten possible sellers. Hardly has the order been mailed when the tenth bid comes in much lower than any of the others, and the buyer, however fairminded he may be, feels some resentment at having been done out of a few cents per pound by a concern which he believed had named the

lowest price possible. It is unfortunate, but such things cannot be avoided in the present market. A seller may quote what he considers the very bottom price only to find that while his bid is in the mails distress in an unexpected quarter makes his price look like attempted highway robbery. Certainly this condition is the fault of no person nor group, and the buyer should not allow such an occurrence to jeopardize his future relations with his sellers.

The action of the board of directors of the American Agricultural Chemical Company in voting payment of the quarterly dividend in common stock was based upon slow collections. Notes and accounts receivable which fell due in October were not paid in many cases, farmers being unwilling to sell their crops because of the decline in prices of farm products. The chairman of the board announced that costs of production had been doubled since 1914, making it advisable to conserve the cash resources, which is logical and meets general approval.

Tags bearing an announcement that B. Altman & Co. would not guarantee dyed goods have been removed from the counters of this wellknown department store, following an intelligent discussion of the situation in the dye industry with representatives of leading American manufacturers. Importers of German colors were laughing in their sleeves until a red blooded American got hot under the collar and said a few things. B. Altman & Co. saw the force of the argument and willingly co-operated to strangle the German propaganda.



Drawn by W. A. Rogers for Leslie's Weekly

LOOKING FOR FOREIGN TRADE? LOOK BEHIND YOU, SAM!



# Future of the Small Dyestuff Plant

*The Future of Small Manufacturers As Specialists Is Assured if Sufficient Protection is Granted by Congress*

By RUSSELL B. STODDARD, Former Instructor in the Lowell Textile School

**W**HILE most of our attention must be taken up by the present problems of the dyestuff industry — and some of them are certainly sufficiently pressing—it is interesting to speculate a little on the future developments which may be expected. That we will have a strong industry is assured unless some incredible mistakes are made by our legislators and the future sacrificed to a short-sighted policy which seems to promise present benefits. But the industry is passing through a period of readjustment which may cause radical changes in its existing make-up. Founded during the war, the dyestuff industry grew with abnormal rapidity and the period since the Armistice has been far from normal as regards business conditions. The result is that our new industry has yet to adapt itself to normal, peacetime conditions and we may look for some modifications, possibly radical ones, in the industry as it stands today.

Of all speculations we may indulge in as to future developments none are more interesting from the business point of view than those in regard to what the future has in store for the small dyestuff plants. The best information available is to the effect that there are approximately 170 companies engaged to a greater or less extent in the manufacture of dyestuffs or intermediates, or in most cases both. Three of these may be classed as large producers, manufacturing a full line of dyes and intermediates. The other companies rank so far below these in volume of business and number and diversity of products that for purposes of discussion they may be considered as small producers. Many of these, however, are producing dyes or intermediates as a side line, largely for their own use in some cases. It is only an estimate, but there are probably about 100 plants which may be rated as small producers and which make the manufacture of dyes or intermediates their sole or main business. They range from concerns operating large plants and producing a fairly representative line of colors to small manufacturers who put out only a limited number of dyes or even only one in some cases. What is their future? Will they be able to live under normal, competitive business conditions?

## Will The Industry Become Centralized?

Many hold to the belief that nearly all of these concerns will be eliminated and the industry will become centralized in the hands of a few or even one large producer. The fear of such a development seems to have influenced the Senate when it was stampeded into dropping the dyestuff legislation at the revelation of the Du Pont-Levinstein agreement. The threatened "world

## SPECIALIZATION AND CONCENTRATION

Mr. Stoddard points out that just as the small plants in Germany existed prior to 1914 in spite of the competition from the Big Six, so can the small American manufacturers assure their future by specialization. With restricted facilities, the small plant cannot hope to compete with the large manufacturer throughout a full line of colors. Specialization is the small fellow's opportunity—unusual and widely-known excellence in a few products, particularly those which are more difficult to manufacture. Concentrating on a small area—that on which competition is less keen—and developing super-excellence in a few products, is the manner in which the small German companies made good prior to 1914 and is the path along which the future of the small American plant appears to be directed.

monopoly" was exploited to the full by the opponents of the licensing act during the brief debate which preceded the tabling of the bill. The recent formation of the Allied Chemical and Dye Company, consolidating in one organization as it does coal tar, crudes, heavy chemicals, intermediates and finished dyes, will be taken by the proponents of these views as a confirmation of their fears.

On the other hand, many of the best informed men connected with the industry maintain that there will always be a place for the small producers, provided they adapt themselves to the conditions that will be met with. Most of the small plants, they say, have contributed in no small degree to the development of the industry and deserve to survive for that reason if for no other. Moreover they are able to hold up their end if they are protected from unfair competition and the maintenance of the industry in a healthy condition demands that the small producers continue the good work of the last few years.

A study of pre-war conditions here and in Germany enables us to forecast with some degree of certainty the situation in which the small plants will find themselves when business reaches a stable basis once more, and to which they must adapt themselves.

## German Situation Prior to 1914

In the period previous to 1914, competition between the selling organizations of the big German companies not only existed but was decidedly keen. This despite the fact that there were agreements between them as to selling policies and minimum prices. What was the effect of this on the trend of dyestuff prices? The older, more staple and more easily manufactured colors, which were furnished by all producers, were sold on what must have been a reasonably narrow margin of profit. The prices at which sulfur blacks and the more common azo colors, to pick a few examples, were put on the market indicate that unless the Germans had some hitherto undiscovered method of making them from sand or sea-water the margin was small after selling costs and costs of production were deducted.

Specialties, on the other hand, on which one or two companies had a practical monopoly or on which one company possessed a reputation for exceptional quality were priced in a way calculated to make up for any narrow margins on the staples. There is not space here for a discussion of the various legitimate and illegitimate methods which were in use to pass off staples as specialties and so inflate their value, or at least their selling price. Suffice to say that this phase of the sell-

ing game was thoroughly understood and by no means neglected in practice.

There is every reason to suppose that with a return to normal we shall see somewhat similar conditions again in force with the big American companies dominating the field, and the German concerns we hope practically eliminated. If this is the case it is certain that we shall see sharp competition for business among these companies with the natural results. Staple products which everyone can and does make will be sold down to the lowest prices consistent with good business, and often lower if the fight gets sufficiently hot. Products on which the competition is less keen because of a monopoly of the manufacture by one firm or because a reputation for outstanding quality somewhat obscures the question of price, will be depended upon to produce the profits. These conditions can and will develop in the ordinary course of business and without the occurrence of a trade war of elimination.

#### Problems of the Small Manufacturer

The small manufacturer will be obliged to meet these conditions and it is doubtful if he can hold his own on the staple products, notwithstanding the fact that he has certain advantages. If the plant is well organized and efficiently conducted the manufacturing cost will probably be as low if not lower than that of the large concern. As regards overhead and selling expense, generalizations are dangerous; the overhead of the large corporations is tremendous if taken in the aggregate while that of their small competitors looks negligible by comparison. What counts, however, is the ratio between overhead expense and volume of business and here some of the small plants will find themselves at a disadvantage while most will be able to make a better showing than their larger rivals. The same applies to selling expense, which appears great in the case of the big companies but taken in proportion to total output may not be any greater than that of many of the smaller concerns.

The greatest disadvantage of the small company lies in the fact that it is not self-contained. Even if all the intermediates used are manufactured from the crudes, which is seldom the case, the crudes and heavy chemicals must be bought in the open market at prices in advance of those at which the large producers are able to supply themselves. But few of the smaller plants manufacture all of their own intermediates and many do not produce any but merely assemble them into the finished dyes. This means that they must buy from other small producers or from the big companies. In either case the products cost them appreciably more than the same products stand the large producers who make practically all their own intermediates, and do it from their own crudes and heavy chemicals and can in case of necessity waive all profits on their manufacture and still show a profit on the finished dyestuff. Since on most of the more staple dyes the cost of the intermediates is the chief factor in the final price, this puts the small manufacturers at a serious disadvantage for they can neither buy nor produce their intermediates at as low a price as can the large concerns. In other words, they are likely to find themselves out of the market on products on which price is the sole consideration and which are sufficiently easy to make so that the cost of intermediates fixes the selling price.

Leaving unfair competition out of consideration, many unexpected difficulties will in all probability be encountered. This does not mean that the small producers must go to the wall but it indicates that they will be unable to compete on a profitable basis in the class of dyes we have been considering. This will be true in spite of the fact that many of them can count

on holding a limited market on these products at a price above the prevailing market.

#### Small Plants Will Continue

That small plants can continue to do a profitable business even in the face of apparently overwhelming competition is shown by the state of the industry in pre-war Germany. Germany's Big Six, Badische, Bayer, Berlin, Cassella, Kalle and Hoechst, so dominated the field in this country that it is easy to overlook the fact that there were a large number of very prosperous smaller concerns in Germany. Most of these did not do much export business, at least not to this country but a few were well and favorably known here. Typical of these and probably the best known was Wulffing, Dahl and Company and dyes bearing the WDC mark were to be found in many mill store houses and dyeroms.

But Wulffing, Dahl and Company at no time attempted to put out a full line of colors or to meet the Big Six on their own ground by manufacturing staple products and selling them in a close price competition with their more powerful rivals. To some extent, of course, they met prices but on the whole their dyes sold at a higher price than those put out by the large companies to do the same work. WDC dyes held their ground on quality because they were a little different from those of their competitors and because they were either superior or the users were made to think them superior to those sold by the other companies. Wulffing, Dahl and Company had some colors exclusively their own which the Big Six were never able to duplicate, but it is to be strongly suspected that most of their products were not so widely different from the others on the market as they appeared to be.

Other less known concerns did a profitable business in one or two colors because specialization in a limited field had enabled them to develop a better technique of manufacture than Berlin or Badische were able to attain with all their enormous expenditure for research. The same was true of certain manufacturers of intermediates who were able to produce some difficult products with such a degree of technical skill that members of the Big Six found it more profitable to buy from them than to manufacture and took their whole output on a contract basis. Several of the Swiss companies had arrangements of this sort with the German plants, usually specifying an exchange of certain products on which each specialized, on an agreed basis.

The history of the development of the German dyestuff industry at home shows that the many companies manufacturing the simple staple products were forced to give up or divert their efforts into a limited field requiring considerable technical skill. Most of the concerns which adopted this method of meeting the competition of the larger plants were able to develop their processes to a point at which they were almost beyond competition in their special fields.

The explanation for this is fairly obvious, for while a large company, like Badische or Bayer or in England, Levinstein, and in our own country National or Du Pont, can afford to spend immense sums on research and technical development, this expenditure must be spread over the whole field. The small plants on the other hand can center all efforts on the restricted number of products in which they are interested and the result of this is soon seen in increased technical skill and many times in the development of new, related products which are for a time at least outside the competitive field. A study of the all-too-inadequate list of dyes and their manufacturers given by Schultz in his "Farbstoffretabelen" shows how thoroughly the minor German plants have followed this plan.

**SEE DANGER IN GERMAN DYE PLANS**

Dr. Charles H. Herty, of the American Chemical Society, says the extension of the agreement by which the German dye makers are united, shows that "American chemists and manufacturers have no time to lose in urging Congress to pass a law for the protection of our dyestuffs industry until it has become firmly settled. The Germans are anxious to regain their markets and undoubtedly have heavy stocks ready to sacrifice on this market in the hope that they will be able to strangle our new industry."

"We have plants producing fine dyes in wide varieties and they should be encouraged. Research laboratories have been erected and chemists, hundreds of them, are studying new methods of manufacture. Some of these are small manufacturers who will grow with protection. We do not want to see this new industry crushed by a Germany that is willing to cut prices until she has strangled competition in a field of commerce that was almost exclusively hers."

Arthur Linz, chemist of the Ultro Chemical Co. said some German dyes brought into this country under the Allies' allocation plan were being sold under the actual cost of raw materials in this country.

"No American company is willing to go ahead with research and factory building until it is sure that the Government will not permit Germans to come in and steal the market with their ruinous prices," said Mr. Linz. "We would like to see some kind of protection so that the American industry can expand."

**BILL TO AMEND NARCOTIC ACT**

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 15.—Senators Calder, Nugent and Curtis, a sub-committee of the Senate Committee on Finance, held a hearing on Friday of last week in connection with amendments to the Harrison Narcotic Act which have been proposed by Senator Jones of Washington. The bill, as already announced in DRUG & CHEMICAL MARKETS, seeks to amend the Harrison Act by prohibiting exportation and importation of narcotics with certain exceptions.

Paul S. Reinsch, former American minister to China, told the Committee about the agreements which have been entered into by various countries with China prohibiting importations of opium and derivatives thereof. He said that if opium is being shipped into China and bears the stamp of American firms, as was suggested by another witness, the United States cannot very well avoid the responsibility of this illicit commerce. He said that in his opinion not only should the exportation of narcotics from the United States be stopped, but also "in transit shipments" sent here in bond from other countries should also be prohibited.

Dr. Harvey W. Wiley, the former chief of the Bureau of Chemistry, told the Committee that he favored the bill. Dr. Wilbur F. Crafts outlined for the committee opium smuggling into Japan. He said that England is the chief offender but that the United States is fast becoming one.

Nitrate of soda stock in Chili on October 31 amounted to 1,322,000 tons against 1,668,000 tons on the same date last year and 671,000 two years ago. Production in October amounted to 230,000 tons against 122,000 tons in October last year and 229,000 tons two years ago. It is reported that large stocks are accumulating owing to lack of demand.

A statement issued by the Department of Agriculture says prices of fertilizers are too high, and "manufacturers who exact an unjust profit will be subject to prosecution."

**DRUG TRADE CONFERENCE WILL AID PROHIBITION UNIT IN ENFORCING LAWS**

**Floating Permit System for Withdrawing Alcohol Urged as Restriction on Violations of Regulations—Taxation of Standard Pharmaceuticals Declared Unwise**

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 15.—The resolution relating to a floating permit, which was adopted by the National Drug Trade Conference reads as follows:

"Whereas nearly a year's experience under the Volstead Act has amply demonstrated the ineffectiveness of the present method of withdrawing alcohol on requisitions known as Form 1410, a method that has resulted in indefinite delays, even causing stoppage of important industrial operations; and,

"Whereas the so-called floating permit system has been thoroughly tested for many years in connection with withdrawals of especially denatured alcohol and, if applied to withdrawals of non-beverage alcohol would greatly relieve the existing intolerable situation, at the same time affording a much higher degree of protection to the Government than is now afforded by the use of Form 1410, therefore, be it

"Resolved that the National Drug Trade Conference earnestly urges upon the Prohibition Commissioner and the Commissioner of Internal Revenue the desirability of immediately substituting the floating permit system for Form 1410, firmly believing that by this change legitimate users of non-beverage alcohol will be afforded the protection to which they are entitled, the labors of the Prohibition Directors and their assistants substantially reduced, and violations of the law and regulations rendered far more difficult than under the present practice."

The resolution requesting the repeal of taxes on proprietary articles reads:

"Whereas Congress is now contemplating the readjustment of laws relating to taxation for the purpose of providing a more equitable distribution of the tax-burdens; and,

"Whereas the tax levied upon proprietary medicinal preparations, toilet articles, etc., is in the nature of a discriminatory impost levied upon the products of a relatively small industry, and in addition to the full share of all the general tax burdens borne by such industry; and,

"Whereas whatever occasion there may have been for imposing special tax-burdens for meeting war emergencies has passed, making it the duty of Congress to remove inequalities and to repeal unfair tax levies, therefore, be it

"Resolved that the National Drug Trade Conference, in annual convention assembled, urges upon Congress the propriety of repealing the so-called excise taxes imposed by Section 907 of the War Revenue Act of February 24, 1919, calling attention to the fact that whatever sacrifices would be dictated by the spirit of patriotism during actual war emergency, it is now the duty of Congress to equalize tax burdens, and not impose special imposts upon selected industries."

The Conference voiced its protest against the taxation of pharmaceuticals as follows:

"Resolved, that the National Drug Trade Conference in convention assembled, earnestly protests against the taxing of standard pharmaceuticals on the ground that it is contrary to the law, that it imposes a burden upon the retail pharmacists and upon the public not designed by Congress."

The associations which are members of the Conference are represented on the Executive Committee as



follows: The American Pharmaceutical Association, John C. Wallace; National Wholesale Druggists Association, Chas. W. Gibson; American Association Pharmaceutical Chemists, Dr. W. C. Abbott; The Proprietary Association, H. B. Thompson; National Association Boards of Pharmacy, H. C. Christensen; American Conference Pharmaceutical Faculties, Wortley L. Rudd.

The Conference reiterated its previous resolutions that "the constituent members of the Conference be urged to do all in their power to secure the enactment by the several state legislatures of prohibition laws that shall be uniform with the Federal prohibition law, to the end that compliance with one will be automatic compliance with the other."

The delegates from the associations in attendance at the Conference were:

American Pharmaceutical Association—John C. Wallace, S. L. Hilton J. H. Beal.

National Wholesale Druggists Association—C. Mahlon Kline, C. W. Whittlesey, Frank Holliday for Chas. W. Gibson.

National Association Retail Druggists—Samuel O. Henry, James F. Finneran, Eugene C. Brokmeyer.

American Association Pharmaceutical Chemists—Dr. A. S. Burdick for Dr. W. C. Abbott, J. H. Foy for B. L. Maltbie.

American Drug Manufacturers Association—W. A. Sailer, Chas. M. Woodruff for C. J. Lynn, W. J. Woodruff.

The Proprietary Association of America—Frank A. Blair for H. K. Fernald, Joseph H. Hindes for Philip Heusler, H. B. Thompson.

National Association Boards of Pharmacy—H. C. Christensen, W. T. Kerfoot, Jr.

American Conference Pharmaceutical Faculties—Wortley L. Rudd, E. F. Cook, Theodore J. Bradley.

The officers for the ensuing year are: President, Samuel C. Henry; vice president, C. Mahlon Kline; secretary, W. J. Woodruff.

Tariff hearings are to begin in January. If precedents are good indicators of the time it will take to pass a tariff bill, it will be October, 1921, before the proposed changes become effective. In 1908 hearings were begun Nov. 10 and the bill was not finally enacted until Aug. 5, 1909, the elapsed time being five days short of nine months. In 1913 tariff hearings were begun Jan. 6 and the bill was enacted Oct. 3, three days less than nine months' time being required. The chemical and oils hearings will be held on Jan. 6, 7 and 8.

A petition for a receiver for the Avery Chemical Company of Boston was filed in the Federal Court last week. The petition was filed by Edgar D. George, of Plainfield, N. J., and placed the assets of the company at double the value of its liabilities which were given as \$393,000. The petitioner asserted that the company could be best served by the appointment of a receiver to keep it going. His claim is based on a demand note for \$5,000.

Spencer P. Shotter, chairman of the board of directors of the American Naval Stores Co., died in New York last week. Mr. Shotter organized the European Naval Stores Co., of which Frederick Speth was vice president. He is credited with dominating the naval stores industry for more than seven years following his entry into the markets in 1906. He was born in Ontario, Canada, and became prominent in Savannah, Ga., business affairs.

The Chromos Chemical Co. has obtained a judgment against Julius Dambacher for \$6,589.43.

The Turpentine and Rosin Producers Association will meet in New Orleans, Jan. 18.

## Books of Trade Interest

**PETERS' COMMERCIAL LAW**, with Illustrative Examples and Legal Forms. By P. B. S. Peters, LL.B., director of Business Course, Manual Training High School and Member of Bar Association, Kansas City, Missouri. Octavo, 290 pages. South-Western Publishing Co., Cincinnati, O.

This addition to the volumes written on commercial law is designed primarily to aid students, and is the result of the author's experience in teaching legal principles needed as a foundation in law studies. The chapters on bills and notes, master and servant, criminal offenses, law and finance, bailments and sales, corporations guaranty and suretyship, and real property were read by eminent lawyers and judges whose suggestions were adopted wherever it was found that the value of the work would be enhanced.

Mr. Peters has endeavored to make clear many subjects which students and business men have told him from time to time were not explained in law books written for beginners or for laymen. An interesting and valuable feature is the "History of a Lawsuit," which tells of the proceedings from the service of the summons to the pleadings. Partnership, insurance, agency, libel, fixtures and other business subjects make the book of value to merchants and manufacturers.

**THE EVOLUTION OF THE OIL INDUSTRY**. By Victor Ross. Illustrated from photographs. Octavo, 178 pages. Published by Doubleday, Page & Co., New York and Garden City.

Dr. Van H. Manning, director of the Division of Technical Research of the American Petroleum Institute, and formerly director of the Bureau of Mines, Department of the Interior, has written a preface to the work discussing the significance of the discovery of oil at Titusville, Pa., in 1859, in relation to the prosperity and progress of the world. Dr. Manning points out that the story told by Mr. Ross follows history and makes use of material facts, although the account reads like a romance.

Mr. Ross treats petroleum as a world industry and the part it played in the Great War. He describes the drilling of wells, collecting and transporting the crude oil, refining and manufacturing petroleum products, which have now become so numerous as to amaze anyone who is not directly associated with the industry. America's investment in oil and the outlook for future supplies are features of the book which should interest the reading public whether holders of oil stock, prospective investors or in search of information about an industry that is absorbing the attention of the world today to an extent almost beyond comprehension.

## CHEMICAL ENGINEERS ENDORSE DYE BILL

(Special to DRUG AND CHEMICAL MARKETS)

New Orleans, Dec. 15.—The Longworth bill, which contains a licensing clause covering the importation of dyes, was endorsed by the American Institute of Chemical Engineers at its annual convention in this city. The resolution reads:

"Whereas, the American Institute of Chemical Engineers, at their annual meeting at New Orleans, now in session, recognizing the importance of the coal-tar dye industry to the country at large and the great danger threatening it in case adequate protection is not afforded it by our Government before peace with Germany is declared; therefore, be it

"Resolved, that we reiterate the position taken at our annual meeting in Savannah in December, 1919, and urge immediate favorable action on the so-called Longworth bill."



## Trade Notes and Personals

The Lincoln Paint & Color Co., Detroit, Mich., has awarded a contract for a two-story plant at Dallas, Tex. It will be 140 x 180 feet and is estimated to cost \$150,000.

Secretary of Agriculture Meredith recommends that the Mussel Shoals nitrate plant be put in operation that the country "may escape once for all from dependence upon foreign nitrate fields."

The Tennessee Copper Company, and Ducktown Sulphur, Copper & Iron Company, both having large copper mining operations at Copperhill, announced wage reductions of 10 per cent last week.

An appraisal of the estate of Henry Michaels, principal stockholder in the Langley & Michaels Co., wholesale druggists of San Francisco, who passed away several months ago, places the value of this at \$1,099,790.

The Sherwin-Williams Co., which operates a factory at Emeryville, a suburb of San Francisco, held a five-day convention recently which was attended by H. D. Whittlesey, C. M. Lamperle and P. F. Kinnison, of Cleveland, O.

New York and New England cotton and woolen mills employing 250,000 operatives announce plans for the reductions of 22½ per cent in wages of employees. The announcement called upon retailers to reduce prices and move old stocks.

Martin H. Knapp, a former secretary and director of the Solvay Process Co., and Wallace Campbell have been elected vice presidents of the company. Mr. Knapp was re-elected to the board of directors and Mr. Campbell was also made a director.

A gelatine mixing plant of the Atlas Powder Co., Lake Hopatcong, N. J., exploded on Tuesday. Four men were killed and 20 injured. About 1,000 pounds of dynamite were being mixed in the building. The cause of the explosion is not known.

President Wilson in his message to Congress asks that legislation be passed for "encouraging the manufacture of dyestuffs and related chemicals." The President also asked that the tax laws be revised so that both the income and the excess taxes could be simplified.

Lesser & MacGruer, Albany, have opened offices at 56-58 Pine street, New York, in charge of M. M. Trostler, formerly with the Trans-Oceanic Commercial Corporation. Customers in the New York district will be supplied with chemicals and raw materials through the New York office.

The American Vat Color Co., Chicago, has taken over the business of John B. Zingrone, George M. Lucas, N. M. Laporte and Victor Roster, a copartnership trading as the American Vat Dye Company at 2536 Calumet avenue, Chicago, and that of Theodore Revillon & Co., a Delaware corporation, which have been appraised by the commissioners at \$500,000.

The petition for receivers for the American Potash Company of Lincoln, Neb., is said to be due to the competition in Eastern and Southern states with French interests. Heavy imports of Alsatian potash have been coming into the markets for some time. The freight from Nebraska to New York is \$16 per ton. French companies can lay down kainit at New York at \$22.60 per ton.

## JERSEY CHEMISTS URGE THE SENATE TO ACT QUICKLY ON THE DYE BILL

Petition Asking Consideration of Longworth Bill at the Short Session Signed—Institute of Chemistry Discussed—Alcohol from Petroleum Described by Carleton Ellis

Immediate consideration of the Longworth Bill was urged upon the Senate in a petition unanimously signed by seventy-five members of the New Jersey Chemical Society at their meeting in Newark, Oct. 13. The petition recites the well-known economic and patriotic necessity of protection for the American dye industry, and asks prompt action that this industry shall not be left undefended in event of the repeal of the Trading With the Enemy Act before the passage of new tariff legislation.

"We have today in the case of potassium bromide a practical example of how the low exchange rate on the mark hurts the American chemical manufacturer," said Williams Haynes, publisher of DRUG & CHEMICAL MARKETS, who spoke briefly on the tariff situation. "The American manufacturers' price is 45c a pound, which is certainly very justly comparable with the pre-war price of 30c; but German potassium bromide is offered freely now at 20c for spot New York goods, and even lower for future delivery. Such prices—made possible by the exchange rate—are ruinous, and similar competition will be possible in dyestuffs, unless license and tariff protect the American manufacturer."

Dr. F. D. Crane reported for the Committee that is formulating tentative plans for an American Institute of Chemistry that they had discussed the matter with a number of leading chemists and officers of the other chemical societies. Any chemist interested in this matter is requested to obtain from Dr. Crane, 74 N. Willow st., Montclair, N. J., a questionnaire on this subject in order that their views may be considered in the plan.

The process for the manufacture of alcohol from petroleum distillery waste gases, which was perfected in his laboratories and which has since been acquired by the Standard Oil Co. of New Jersey, was described in detail by Carleton Ellis, in one of the most important scientific papers which has been read this year. Mr. Ellis pointed out that this process has led one of the largest petroleum companies to instal a chemical by-products research staff, and work is being done which may eventually help to put petroleum in a class with coal-tar as a source of many valuable synthetics. The "prochol" manufactured at Bayway is already available in commercial quantities at \$2.50 a gallon.

The chemistry of artistic paintings was described in a most interesting address by Dr. Maximilian Toch.

Eighteen new members were elected at the meeting bringing the membership to a total of over two hundred.

## POSITION OF DYE BILL IN DOUBT

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 15.—Senator Watson, acting chairman of the Finance Committee, says he will not press the Longworth bill if the sentiment of the majority of the committee should appear to be against its passage at this session. Senator McCumber thinks it is probable that action will be taken by the committee. Senator Moses, who is opposed to the bill, says it should be amended to include further American manufactured goods. Senator Thomas still insists upon including zinc, tungsten, and chemical glassware.

# **DYE LICENSE FOR TEXTILE INTERESTS UPHELD BY BRITISH MANUFACTURER**

**James Morton, Producer of Dyes and Head of Large Textile Business Using Colors, Points Out Infinitesimal Cost of Dyes Necessary for Cotton and Woolen Goods—Colors Not Made Here Easily Obtained**

The contention of the textile interests in the United States that the proposed license system to control imports of dyes would increase their production costs and prove injurious to their business receives a logical and convincing refutation in a statement by James Morton, chairman of Scottish Dyes, Ltd., and governing director of Morton Sundour Fabrics, Ltd., who is a producer and a user of dyes. He says:

"I have before me a popular cloth sold extensively before the war and selling today. It is a mercerized poplin, 50 inches wide. The price pre-war was 2s 4d per yard; the price today is 8s per yard, an increase of 5s 8d per yard. It is dyed with a vat color, Caledon Blue R—a color where the ratio of our present price to that of the pre-war color is less favorable than in the case of most of the colors of this group. Out of this increase of 5s 8d per yard the color element is responsible for less than 2½d (2.49) per yard; and if the fabric were dyed with the corresponding German color—indanthrene blue—at today's price the advantage to the manufacturer is only 0.85d per yard.

"I take another cloth which is woven with colored stripes on a white ground, a class that bulks very largely in the textile trade and in which the finished article has risen in price about 2s 6d per yard. The amount of advance in price due to the dye used, which is of British make, is about one farthing per yard. If dyed with the lower priced German color the difference in price of the finished product is only about one-sixteenth of a penny per yard. Similarly, let us take a woolen cloth which has risen in price since pre-war days by about 5s per yard. This is dyed a good full color with Solway blue, and the amount of increase owing to the dye is about 0.144 of a penny per yard. In the calico printing trade the ratio is similar or even less, as such goods are usually only partly colored.

"In these examples I have taken colors of the highest type, and if more ordinary colors were taken they would show a considerably less ratio of difference between present and pre-war costs of the dye in the finished product.

"But the chief grievance of dye users in this country, and a very valid one, is that there are certain colors which are not yet produced in this country, and which it is absolutely essential should be imported if British manufacturers are to be able at once to give the same quality in their goods as they did in the pre-war days. Here we are on very different ground, and it is here, it seems to me, that the wise provisions made in the treaty of peace, at the instigation, I believe, of Lord Moulton, should help us. The terms provide that we should be able to call upon a certain percentage of the German production of dyes for a certain number of years, and this facility should enable us to get from that source all these colors which it has been impossible so far to make in this country. Under a proper licensing system it should be easy to define what colors are already made in this country of a quality and price that meet the British demand."

Internal Revenue Commissioner Williams says in his annual report to the Secretary of the Treasury that "during the fiscal year 1920 there were withdrawn from bond, free of tax, for denaturation, 45,640,948 proof gallons of alcohol and rum, against 60,399,308 proof gallons withdrawn for this purpose during the previous year."

## **Business Brevities**

The Farmers Oil Mill Co., Nashville, N. C., will rebuild its plant which was recently burned with loss of \$75,000.

The Barrett Company has obtained a verdict for \$2,500 against the S. A. Jacobson Co., in the Supreme Court for coal tar chemicals.

About two hundred employees of the Standard Chemical Co. were thrown out of work when the plant at Sault Ste. Marie, Ont. was closed this week.

By a royal decree, effective October 8, the Italian Government has imposed an export duty of 15 per cent ad valorem on sponges exported from Tripoli and Cyrenaica.

The Taylor Graphite Co. of Crest, Ga., is completing a plant with a capacity of 45 tons of ore per 40 hours. Milling and concentrating equipment costing \$25,000 has been installed.

The Irving National Bank has begun suit in the Supreme Court against the British-American Chemical Corporation of New Jersey by filing summons through Olcott, Bonyng, McManus & Ernst, of 170 Broadway.

December 20 to 23 inclusive has been set for the holding of the annual salesmen's convention of the Meyer Brothers Drug Company of St. Louis, Mo. About 125 salesmen, from all over the world, will attend the convention.

The U. S. Supreme Court's decision favoring the Coca-Cola Company failed to bring a response in the stock. Through the decision handed down the company wins an important suit to protect its trade-mark rights against infringement by the Coke Company and others.

The Tubize Corporation will make only fine artificial silk yarns at the Hopewell, Va., plant and these yarns will be offered chiefly to ribbon and underwear manufacturers and makers of novelty silk goods. The coarser yarns go into the sweater and hosiery trades chiefly.

Judge Edmund Waddill, on December 2, entered a verdict in the United States District Court in favor of the Acme Manufacturing Company, of Acme, N. C., for \$30,984.89 against the Arminius Chemical Company, of Mineral, Va., for failure to fulfill a contract for pyrites.

An \$8,000,000 merger of the Hercules interests at Evansville, Ind., including the Evansville Color & Varnish Co., Hercules Buggy Co., Hercules Body Co., Hercules Wheel Co. and Hercules Engine Works, is reported. W. H. McCurdy is president of the concern, which will issue \$6,000,000 in stock.

C. O. Kitson, secretary and treasurer of the Blue Ridge Talc Company, Inc., Henry, Va., writes to the "Manufacturers Record" that the company has decided to go ahead with its policy of expansion believing that normal market conditions will not be long in returning. The company is installing machinery and buying dump cars for the railway from mine to mill.

The Colorado properties of the Vanadium Corporation of America have been closed down. J. Leonard Replogle, president, said the reason for the suspension of production in this country was that the Peruvian properties near the Cerro del Pasco mines, now known as the Mina Ragra mines, are producing enough vanadium to supply the world. The Colorado properties were formerly owned by the Primos Chemical Co.

## QUOTATIONS ON CHEMICAL STOCKS

|                              | Bid  | Asked |                            | Bid | Asked |
|------------------------------|------|-------|----------------------------|-----|-------|
| Aetna Expl. ....             | 9½   | 10    | Heyden Chem. ....          | 2½  | 3     |
| Aetna Expl., pf. ....        | 67   | 68    | H'k Electro. ....          | 60  | 70    |
| Air Reduction. ....          | 44   | 45    | H'k Electro., pf. ....     | 60  | 70    |
| *Allied Chem. & D. ....      | 48   | 49    | *Int. Agricult. ....       | 14  | 15    |
| *All'd Ch. & D., pf. ....    | 90   | 91    | *Int. Agricult., pf. ....  | 57½ | 58½   |
| *Am. Ag., Ch. ....           | 53½  | 54    | *Int. Nickel. ....         | 14  | 15    |
| *Am. Ag., Ch., pf. ....      | 79½  | 80    | *Int. Nickel, pf. ....     | 82  | 85    |
| Am. Chicle. ....             | 28   | 29    | *Int. Salt. ....           | 60  | 61    |
| Am. Chicle, pf. ....         | 64   | 70    | K. Solvay. ....            | 75  | 100   |
| *Am. Cot. Oil. ....          | 17½  | 18    | *Mathieson Alk. ....       | 19  | 20    |
| Am. Cot. Oil, pf. ....       | 60   | 68    | Merek & Co., pf. ....      | 80  | 85    |
| Am. Cyan. ....               | 25   | 30    | Merrimac. ....             | 78  | 80    |
| Am. Cyan., pf. ....          | 55   | 65    | Mutual Co. ....            | 50  | 55    |
| *Am. Druggists S. ....       | 7    | 8     | *Nat. A. & C. ....         | 49  | 50    |
| Am. Glue. ....               | 40   | 45    | *Nat. A. & C., pf. ....    | 87  | 90    |
| Am. Glue, pf. ....           | 66   | 73    | *National Lead. ....       | 68  | 69    |
| *Am. Linseed. ....           | 55   | 56    | *National Lead, pf. ....   | 101 | 103   |
| *Am. Linseed, pf. ....       | 88   | 92    | N. J. Zinc. ....           | 138 | 143   |
| *Am. Malt. ....              | 22   | 24    | Nlag. A., pf. ....         | 96  | 100   |
| *Amer. Zinc. ....            | 7½   | 8½    | Parke, Davis & Co. ....    | 117 | 118   |
| *Amer. Zinc, pf. ....        | 25½  | 29    | Penn. Salt. ....           | 65  | 67    |
| Atlas Powder. ....           | 120  | 130   | Procter & Gamble. ....     | 676 | 695   |
| Atlas Powd., pf. ....        | 74   | 77    | Procter & Gam., pf. ....   | 101 | 101½  |
| *Barrett Co. ....            | 115  | 116   | Rollin Ch. ....            | 50  | 60    |
| *Barrett Co., pf. ....       | 101  | 102   | Rol. Ch., pf. ....         | 80  | 90    |
| British Am. Chem. ....       | 4½   | 5     | Royal Baking Po. ....      | 104 | 110   |
| By. Prod. Co. ....           | 94   | 99    | Royal Bak. Po., pf. ....   | 80  | 82    |
| Carborundum. ....            | 135  | 135½  | Semet S. ....              | 160 | 175   |
| Carborundum, pf. ....        | 115½ | 116   | Sherwin-Williams. ....     | 520 | 540   |
| Casein Co. ....              | 40   | 50    | Solv. Proc. ....           | 180 | 180   |
| Celluloid Co. ....           | 135  | 148   | Stand. Ch. ....            | 90  | 100   |
| Celluloid, pf. ....          | 62   | 67    | Swan & Finch. ....         | 45  | 60    |
| *Corn Products. ....         | 98   | 100   | *Tenn. C. & Chem. ....     | 7   | 8     |
| *Corn Products, pf. ....     | 98   | 100   | Tex. Gulf, Sul. ....       | 15½ | 15½   |
| *Davison Chem. ....          | 30   | 32    | Union Carbide. ....        | 49  | 50    |
| Dow Chem. ....               | 285  | 285   | Union Sulphur. ....        | 98  | 102   |
| Dow Ch., pf. ....            | 103  | 103   | *Un. Drug. ....            | 98  | 102   |
| Du Pont. ....                | 167  | 172   | *Un. Drug, 1st pf. ....    | 44  | 46    |
| Du Pont, pf. ....            | 76   | 79    | *Un. Dyewood. ....         | 56  | 60    |
| *Freeport, Tex., Sul. ....   | 15   | 16    | *Un. Dyewood, pf. ....     | 94  | 96    |
| *Freeport, Tx. Sul. pf. .... | 91   | 93    | U. S. Gypsum. ....         | 66  | 67    |
| *Gen. Chem. ....             | 120  | 130   | *U. S. Indus. Al. ....     | 66  | 67    |
| *Gen. Chem., pf. ....        | 85   | 90    | *U.S. Indus. Al., pf. .... | 93  | 95    |
| Grasselli. ....              | 131  | 132   | *Va.-Car. Ch. ....         | 26  | 37    |
| Grasselli, pf. ....          | 95   | 95    | *Va.-Car. Ch., pf. ....    | 95  | 98    |
| Hercules, Powder. ....       | 193  | 200   | *V. Vivaudou. ....         | 8½  | 9     |
| Hercules, Powd., pf. ....    | 90   | 93    |                            |     |       |

\*Listed on New York Stock Exchange

## \$100,000,000 TO AID FOREIGN TRADE

The Foreign Trade Financing Corporation was launched at Chicago by banking, industrial and agricultural interests, last week. It is to be capitalized at \$100,000,000, and John McHugh, vice president of the Mechanics and Metals National Bank of New York was chosen chairman of the board of directors.

The organization committee consists of John McHugh, Herbert Hoover, Paul Warburg, Charles H. Sabin, Fred I. Kent, A. C. Bedford, George E. Smith and Louis E. Pierson, all of New York; John S. Drum of San Francisco; James B. Forgan, Thomas E. Wilson, Arthur Reynolds, Alexander Legg and Joseph de Frees, all of Chicago; F. O. Watts of St. Louis; J. R. Howard of Clinton, Iowa; J. B. Culberson of Wichita Falls, Texas; Levi L. Rue of Philadelphia; Philip Stockton of Boston; Oscar Wells of Birmingham, Ala.; Julius H. Barnes of Duluth, Minn.; Herbert Myrick of Springfield, Mass.; John S. Lawrence of Boston; E. M. Herr of Pittsburgh; Roy D. Chapin of Detroit; John S. Raskob of Wilmington, Del.; Charles A. Hinsch of Cincinnati; Peter W. Goebel of Kansas City, Kan.; Thomas B. McAdams of Richmond, Va., and John Sherwin of Cleveland.

## NEW PROFIT SHARING PLAN OF DU PONT

A new plan for stock subscription by employees of E. I. du Pont de Nemours & Co., of Wilmington, Del., under which they will receive not only a fixed cumulative dividend, but also a participating payment at a rate increasing with the net earnings of the company, was announced last week, by the company. Under the new plan employees also will receive a service payment ranging from \$1 to \$4 a share annually, based upon the length of service credited to them.

Under the plan any eligible employee may subscribe to stock equivalent to not more than four times his monthly salary, but to not more than 20 shares a year. The stock would be redeemed by the company at \$100 a share under certain conditions.

The American Agricultural Chemical Co. directors announce a 2 per cent quarterly dividend on the common stock payable in common stock. So far as percentage goes the dividend has the sound of previous disbursements but with this difference that heretofore the 2 per cent has been payable in cash. The regular quarterly dividend of 1½ per cent on the preferred stock was also declared. Both dividends are payable Jan. 15 to stock of record Dec. 20.

The Royal Baking Powder Co. has declared a quarterly dividend of 2 per cent on the common stock and 1½ per cent on the preferred, payable Dec. 31 on stock of record Dec. 15.

The American Scientific Instrument Co., Inc., chemical apparatus, at 70 Murray street, New York, has assigned to Emanuel Schoenzeit.

The Air Reduction Co. has declared the regular quarterly dividend of \$1 a share, payable Jan. 15 to holders of record Dec. 31.

The United Drug Co. has declared a quarterly dividend of 2 per cent payable Jan. 3 on stock of record Dec. 16.

The Apothecaries Hall Co. has entered judgment against Carl H. Schultz, Inc., for \$1,243.86.

The Superior Piece Dye Works, Inc., has obtained a judgment for \$248.91 against Sol Halprin.

A. H. Muller & Son, of the Auction Salesrooms in Vesey street, sold 180 shares of the Interstate Chemical Corporation at 50 cents per share, last week. A note for \$10,000 and one for \$20,000 made by Charles A. Anderson & Co., dated in March, 1920, and payable on demand were offered, but not sold. One thousand shares of Butterworth-Judson Corporation common stock brought \$3.70 per share.

At a meeting of the shareholders of the African & Eastern Trade Corporation, Ltd., held at Liverpool recently, it was voted to accept the proposal for amalgamation with Lever Bros. the soap and alkali makers. This action by the stockholders of the company places the matter in the hands of the court for decision as to its legality and compatibility with the public interest.

Stockholders in the General Chemical Company, the Solvay Process Company, Semet-Solvay, the Barrett Company and the National Aniline and Chemical Company have been notified that Dec. 15 is the last day for exchanging their stock for shares of the Allied Chemical and Drug Corporation.

The Hercules Powder Co. has declared an extra dividend of 2 per cent on the common stock in addition to the usual quarterly dividend of 2 per cent, both payable Dec. 24 to holders of record Dec. 15. An extra dividend of the same amount was declared three months ago.

The Continental Can Co. has declared the usual quarterly dividends of 1¼ per cent on the common and preferred stocks, payable Jan. 1 to stockholders of Dec. 20.

The National Licorice Co. has declared the regular quarterly dividend of 1½ per cent on the preferred stock, payable Dec. 1 to stock of record of Dec. 24.



## The Heavy Chemical Market

Current Spot Quotations of Heavy Chemicals, Page 1304

### PRODUCERS HOLDING PRICES FIRM

Offerings By Resellers Are Less Numerous—Buyers Hold Aloof and Consumers Seem to Have Established a Boycott—Reductions By Importers

#### PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

##### Advanced

Sodium Bichromate,  $\frac{1}{4}$  lb.

##### Declined

Ammonium Chloride, Impd.,  $\frac{1}{4}$  lb. Potash Caustic, Resale, 3c lb.  
 Potash Carbonate, 80-85, 2c lb.  
 Ammonium Sulfate,  $\frac{1}{4}$  lb. Potassium Bichromate, 3c lb.  
 Barium Chloride, Impd., \$10 ton Sodium Acetate, 1c lb.  
 Soda Prussiate Yellow, 2c lb.

#### Trend of the Market

|                                     | Today                | Last Week            | Last Month           | Last Year            |
|-------------------------------------|----------------------|----------------------|----------------------|----------------------|
| Acetic Acid, Glacial.....lb.        | \$1.10 $\frac{1}{2}$ | \$1.10 $\frac{1}{2}$ | \$1.10 $\frac{1}{2}$ | \$1.12 $\frac{1}{4}$ |
| Sulfuric Acid, 66 deg.....ton       | 20.00                | 20.00                | 20.00                | 20.00                |
| Bleaching Powder Works.....100 lbs. | 3.00                 | 3.50                 | 5.00                 | 2.75                 |
| Copper Sulfate.....100 lbs.         | 6.50                 | 6.50                 | 7.25                 | 8.00                 |
| Potash, Caustic.....lb.             | .13                  | .16                  | .16                  | .30                  |
| Saltpeter, gran.....lb.             | .11 $\frac{3}{4}$    | .11 $\frac{3}{4}$    | .11 $\frac{3}{4}$    | .14                  |
| Soda Ash, 58 p.c.....100 lbs.       | 1.90                 | 1.90                 | 2.15                 | 2.00                 |
| Caustic Soda, 76 p.c.....100 lbs.   | 3.80                 | 3.80                 | 4.10                 | 4.20                 |
| Potassium Bichromate.....lb.        | .17                  | .22                  | .23                  | .27                  |
| Average.....                        | 3.970                | 4.084                | 4.363                | 4.421                |

Changes in the heavy chemical market during the week have been of minor importance on account of the very limited volume of business which has passed. Importers continue to offer at progressively greater concessions while manufacturers are holding their attitude of no reductions until a reduction will mean an increased volume of business which it apparently will not at present. Second hand lots are becoming somewhat scarcer as most consumers who have been forced to buy have taken advantage of the concessions offered. However the situation still looks rather gloomy for the immediate present on account of the continued consumer boycott. Opinions place the end of the boycott some time within the next three months and expect business to be of normal or nearly normal proportions by the end of that time.

The only real firmness in the market seems to be in sodium bichromate which is slightly higher. Reductions have been quoted by second hands and importers on ammonium chloride, ammonium sulfate, barium chloride, caustic potash, potassium carbonate, potassium bichromate and yellow prussiate of soda. Producers of sodium acetate are naming lower prices following the recent decline in acetate of lime. Prices otherwise have remained without quotable change although still subject to shading for firm business.

**Acid, Acetic**—Producers generally have met the decline announced last week in acetic acid although there are some who quote a little higher than the market still. Glacial acetic has remained without change at \$13.50@ \$14.25 per hundred in producers' hands with resale offers still heard around \$10.00 per hundred. Some shading seems possible on firm business on all quotations.

**Acid, Mixed**—No change has been made in the quoted basis for mixed acid. Prices generally are around 11c @12c per unit of nitric and 1c@1 $\frac{1}{4}$ c per unit of sulfuric.

**Acid, Muriatic**—No change has occurred in muriatic acid with producers still at variance as to price. Some doubt has been expressed as to the ability of the quoters of the low figures to deliver acid as others say the

quoted prices are below present costs. The range of quotations heard is \$1.85@ \$2.50 per hundred for 20-degree acid in carlots of carboys according to holders.

**Acid, Phosphoric**—Technical 50% phosphoric acid is to be had around 18c@19c per pound from producers.

**Acetic Anhydride**—Producers are naming down to 55c@60c per pound for 85% acetic anhydride.

**Aluminum Sulfate**—Iron free aluminum sulfate is offered in the market as low as \$4.00 per hundred. Other quotations are heard as high as \$4.50 per hundred. The market has been fairly steady with movement on contracts regular. Commercial sulfate is quoted at \$2.50 @ \$3.00 per hundred.

**Ammonium Chloride**—Imported white granular ammonium chloride is offered in the market as low as 10 $\frac{1}{2}$ c@11c per pound. Gray is to be had at 10c per pound and lump at 18c@20c per pound.

**Ammonium Sulfate**—Distress is still evident in ammonium sulfate with progressive reductions in price failing to attract any considerable amount of business. Lower prices are again named in spite of this fact and although the present quotation is less than half of the high point for the year there is little attention being paid to it. Quotations for delivery f. a. s. in double bags are given down to \$3.75@ \$3.80 per hundred. Domestic sulfate in single bags and naked can be had as low as \$3.25@ \$3.30 per hundred.

**Barium Chloride**—While producers continue to hold their quotation on barium chloride around \$100.00 per ton, importers have reduced their price to \$75.00 per ton in an effort to stimulate business. So far there has been no noticeable revival on this account.

**Bleaching Powder**—Second hands are offering bleach at works down to \$3.00 per hundred. Producers' prices remain unchanged at \$3.50 per hundred. F. a. s. quotations in second hands are around \$3.50 per hundred although there are some lots to be had as low as \$3.00 per hundred f. a. s. Producers are in position to accept \$4.00 per hundred for f. a. s. delivery.

**Magnesium Sulfate**—Offers are being freely made as low as \$1.75 per hundred for domestic sulfate on the spot. Shipment and spot imported material are offered at \$1.40@ \$1.75 per hundred with the spot figure nearer the higher quotation. Business has not shown signs of picking up yet.

**Potash, Caustic**—Producers of caustic potash are at variance as to prices quoted. Quotations are given from 22c per pound to 28c per pound by producers but they admit that they are willing to shade these prices for firm business. The resale market is lower with 13c per pound openly named although it seems probable that lower prices can be done. Rumors are heard to the effect that offers of distressed caustic have been heard as low as 10c per pound, but could not be confirmed. Imported caustic is offered lower around 18c@22c per pound by first hands although resale lots are to be had at decided concessions.

**Potassium Bichromate**—Prices have slumped decidedly and offers are heard as low as 17c@18c per pound on the spot.

**Potassium Carbonate**—In spite of the fact that prices have been below the actual costs of domestic manufacturers for some time offers of imported carbonate of



potash are forcing the market to still lower levels. Lots are to be had now on the basis of 14c@15c per pound for 80-85% calcined carbonate and 18c@22c per pound for hydrated 80-85% material.

**Potassium Chlorate**—Domestic producers are still naming prices around 18c per pound for chlorate but are being forced to shade this price to get business. The resale market is flooded with imported material of both German and Japanese origin with prices named around 11c@12c per pound. Some lots in acute distress have been offered as low as 8c per pound but there is no assurance that this price can be duplicated.

**Soda Ash**—Resale soda ash is somewhat firmer with prices around \$1.80@\$1.90 per hundred for light ash. Producers' prices are quoted f. o. b. works basis 48% for 58% light ash at \$1.82½@\$2.15 per hundred in bags and barrels, and dense ash on the same basis at \$1.92½@\$2.25 per hundred.

**Soda, Caustic**—The spot market is still quoted on the basis of \$3.80 per hundred by resellers although this price is still subject to some shading. The spot is somewhat firmer. Producers are naming \$3.75 per hundred basis 60% f. o. b. works for fused caustic and \$5.50 per hundred for flaked and granulated basis 76% works.

**Sodium Acetate**—Producers are naming prices down to 8¼c@8¾c per pound for sodium acetate following the recent decline in acetic acid and acetate of lime.

**Sodium Bichromate**—The market is somewhat firmer with 10c per pound given as the bottom price for spot bichromate. Whether the strength apparent in bichromate is permanent or merely the result of a temporary buying wave could not be determined.

#### URUGUAY PLANS CHEMICAL WORKS

The president of Uruguay recently submitted to the Administration Council a bill providing for the establishment of several Government industries under control of the Institute of Industrial Chemistry. Among the factories which it is proposed to establish are the following:

A sulfuric acid factory capable of producing 25,000 kilos of acid daily. The present works have an output of 4,000 kilos daily. A nitric acid factory with a capacity of 10,000 to 15,000 kilos daily. A factory for the production of crude benzol, toluol, xylol and carbolic acid.

A caustic soda factory on the electrolytic system, yielding as by-products chlorine and hydrogen. This factory would be equipped to produce a ton of caustic soda daily. A factory for the production of alcohol and sulfuric ether. Works for the production of acetic acid, glycerin and the preparation of cotton, and a powder and explosive factory.

The approximate total cost of these works is estimated at 2,180,000 pesos.

Canada's imports of fertilizers in September showed a considerable increase, the total for the month being valued at \$846,925, of which \$652,645 was from all the United States as against total imports of \$93,252, all from the United States, in Sept. 1919. For the six months ending September the total imports were \$2,656,931 of which \$2,250,794 was from the United States, as against \$479,718 practically all from the United States during the six months ending September, 1919.

Acids were imported by Canada during September to the value of \$52,006, as against \$84,782 in September, 1919, and to the value of \$635,424 during the six months ending September as compared with \$463,671 for the corresponding months of 1919.

#### USE OF NEW PHOSPHATE PROCESS

(Special to DRUG AND CHEMICAL MARKETS)

Baltimore, Dec. 15.—Much interest is shown here in the announcement from Washington that the scientists of the Bureau of Soils, Department of Agriculture, have solved the problem of extracting phosphoric acid from phosphate rock by heating mixtures of this mineral, sand and coke to a melting temperature in a fuel fed furnace, and that this process had been worked out on an approximately commercial basis. With the statement was coupled an expression of the belief that the invention might prove to be a revolutionary development in the fertilizer industry.

Chemists here are not disposed to share in the optimism of the Washington investigators and express doubt whether the method employed by the Government investigators at the Department's experimental plant at Arlington, Va., will cut any real figure in the trade for a long time to come, if ever. Dr. W. J. Gascoygne, of the firm of Gascoygne & Co., Inc., a large part of whose business consists of making analyses of fertilizer materials and who have had an extended experience in this line of investigation, said that phosphoric acid was being extracted from rock by the application of heat at the Carteret plant of the American Cyanamid Company. There were other establishments which also used the process, or one very similar. But in all of these operations cost was not an essential factor, an exceptionally high grade of material being desired. For the general run of acid phosphate, Dr. Gascoygne said, such high grade material was not wanted, since it would have to be reduced by mixing with inert substances to make it available for farmers and other users.

#### INSECTICIDE MAKERS ELECT OFFICERS

The Insecticide and Disinfectant Manufacturers' Association opened its annual convention Monday at the Murray Hill Hotel. The association is a small one and considering its size a large delegation was present when President Cole of the Barrett Company called the meeting to order at 10.30 o'clock. The opening session was devoted to the reports of the officers and the various committees. The afternoon session opened at 2.30 at which time matters pertaining to legislation pending unfavorable to the association and its members were taken up. An early adjournment was taken in order that the members might attend the beefsteak dinner which had been arranged by the committee.

At the Tuesday session of the convention at the Meridian Club a paper was read on the subject of commercial bribery by the editor of "The Purchasing Agent." The paper was warmly discussed by the members present whose opinion on the subject had been expressed at the Boston meeting in the summer as opposed to such practices.

Officers were elected for the coming year as follows: President, H. W. Cole; first vice president, G. C. Froelich; second vice president, Mr. Chipman; secretary, C. C. Baird; treasurer, Harry J. Schnell; members of the board of governors: M. M. Marcuse, P. J. Walsh, W. E. Jordan.

Mitsui & Co., Ltd., have sued the Maxwell Trading Co., in the New York Supreme Court, for \$60,480 for non-delivery of 3,000 tons of sulfate of ammonia contracted for in December, 1919, at \$6.20 per 100 pounds.

The tin market in London declined £8 per ton on Monday, and the New York price of tin fell off one cent a pound. The spot and nearby price was 33½¢ a pound.

## The Fine Chemical Market

Current Spot Quotations of Fine Chemicals, Pages 1296-1298

### GENERAL DULLNESS PERVADES MARKET

**Buying Light—Manufacturers Make Few Changes—  
Some Purchases in Europe For Future Delivery—  
Cream Tartar Reduced—Nitrate Silver Lower—  
Oxalic Firmer**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

| Advanced                      |                              |
|-------------------------------|------------------------------|
| Acid Oxalic, 2c lb.           |                              |
| Declined                      |                              |
| *Acetanilid, 3c lb.           | Cream Tartar, 3c lb.         |
| *Acid Tartaric, 2c lb.        | Glycerin, Dyn., 1c lb.       |
| Alcohol, Den., 5c gal.        | Crudes, 1c lb.               |
| Camphor, Jap. ref., 5c lb.    | Haarlem Oil, Dom., 25c gross |
| Castor Oil, U.S.P., 2c lb.    | Epsom Salt, U.S.P., 25c lb.  |
| *Cinchonidin Sulfate, 5c oz.  | Mercury, \$5 flask           |
| Cod Liver Oil, N.F., \$3 bbl. | *Quinine, Jap., 3c oz.       |
| Norwegian, \$5 bbl.           | *American, 2c oz.            |
|                               | Silver Nitrate, 6c oz.       |

#### Trend of the Market

|                                | Today       | Last Week   | Last Month  | Last Year   |
|--------------------------------|-------------|-------------|-------------|-------------|
| Acetanilid .....               | \$40        | \$40        | \$45        | \$55        |
| Acid Citric, resellers .....   | .45         | .45         | .50         | .85         |
| Calomel, American .....        | 1.10        | 1.10        | 1.19        | 1.68        |
| Camphor, Jap. ref. ....        | .90         | .95         | 1.05        | 3.40        |
| Caffeine Alkaloid .....        | 6.75        | 6.75        | 7.00        | 7.00        |
| Iodine, Resublimed .....       | 4.00        | 4.00        | 4.00        | 4.10        |
| Menthol .....                  | 4.00        | 4.00        | 4.50        | 12.50       |
| Morphine Sulfate .....         | 5.50        | 5.50        | 6.50        | 8.80        |
| Potassium Bromide, Cryst. .... | .47         | .47         | .47         | .90         |
| Quinine Sulfate, Java .....    | .50         | .50         | .60         | .90         |
| Sodium Salicylate .....        | .50         | .50         | .50         | .60         |
| Strychnine Sulfate .....       | 1.55        | 1.55        | 1.55        | 1.40        |
| <b>Average .....</b>           | <b>2.23</b> | <b>2.24</b> | <b>2.37</b> | <b>3.42</b> |

The demand for medicinal products is so light that there is in reality little or no market for most items. A pall of dullness continues to hang low over chemical and drug operations with little likelihood of lifting before the turn of the year. Price movements are still toward lower levels but many figures have reached a point where sellers prefer to lose business rather than concede further reductions. Purchasers show no greater inclination to enter the domestic market although a fair volume of buying in Europe for future delivery has been done at prices under pre-war levels made possible by current exchange rates. The trade here is playing a waiting game; realizing that continued price cutting did not entice buyers into the market, sellers are inclined to display more firmness while patiently waiting for consuming interest to revive.

The actual number of price recessions during the past week has been smaller. Manufacturers have reduced cream of tartar. Japanese refined camphor is lower and weak. American quicksilver has dropped but is still being undersold by the imported material. Small demand for cod liver oil is responsible for a further contraction in the price. The large stocks of castor oil are forcing prices down. Resellers are cutting prices for acetanilid and denatured alcohol. The bromides continue extremely weak. Glycerin prices are soft. Epsom salt is cheaper. Silver nitrate is off. Lower priced quinine is noted.

**Acetanilid**—Resale acetanilid, U. S. P., is offered as low as 25c a pound for spot goods in barrels. The usually quoted figure however, is 28c. Demand is light at any price. Manufacturers continue to quote 40c a pound for U. S. P. in barrels.

**Acid Citric**—Every pound of acid sold in the present

market means a severe loss to someone. Spot prices are under import cost and the only seller making money is the fellow who sold short some time ago. Demand is routine and featureless. Spot goods in kegs are held at 45c a pound up to 50c a pound as to seller and quantity. \*American makers name 55c without change. Warehouse stocks here are said to be still very large.

**Acid Oxalic**—The price is firmer at 20c a pound for spot goods, either American or imported. Demand shows improvement and 15c@16c distressed lots have been cleaned out.

**Acid Salicylic**—The weakness of the salicylates drags prices down. Demand is almost at a standstill and accumulations in all hands are large. Most manufacturers are reported shut down. Resale goods here are openly quoted at 33c a pound for U. S. P. acid and intimations indicate that 30c could be done on a firm bid. Manufacturers maintain 45c as their price.

**Acid Tartaric**—The goods pressing for sale here force prices lower. Resellers of imported material are doing down to 43c a pound for spot goods, duty paid, crystal or powdered. American manufacturers are asking 55c a pound unchanged.

**Alcohol**—Denatured alcohols are finding little or no demand. Resellers are offering goods at 75c up to 80c a gallon on spot as to formula. Producers quote \$2c@86c a gallon. Wood alcohol is easy at \$1.65 a gallon for 95-97 and producers are said to be contemplating another reduction.

**Bromides**—Quotations for shipment from Hamburg name 18c a pound c. i. f. Extreme weakness and lack of demand characterize the market here. American made goods are held at 43c@47c a pound for sodium and potassium iodide. Imported goods can be had around 20c a pound spot.

**Caffeine**—Lack of buying demand holds caffeine easy. For alkaloid, \$6.75 a pound is named by both makers and resellers. Citrated is easy at \$5.20@5.25.

**Camphor**—Japanese refined camphor is weaker here and openly quoted in cases at 90c a pound. Chinese crude is available at 60c@65c. American refiners maintain their schedule at \$1.10 a pound basis for bulk in barrels. Japanese tablets are quoted one cent under the domestic schedule, ranging up to \$1.18. Consumers show little interest and the future looks to a continued downward movement.

**Castor Oil**—U. S. P. castor oil in barrels has been reduced to a basis of 12c a pound on the spot with demand at this figure continuing very small. About 800,000 pounds of Government oil available but some lots are said to contain foots.

**Cinchonidin**—Sulfate in resale hands is lower at 65c an ounce as compared with 75c by American makers. Like quinine, this item is now in small demand and weak.

**Cocoa Butter**—Prices are about the same this week but easy under pressure of unsold accumulations in the hands of manufacturers. For bulk goods, 26½c@27c a pound is the spot price while fingers range from 38½c up as to packing and brand.

**Cod Liver Oil**—Prices have again been reduced owing to the lack of demand and the stock held here pressing for sale. Both Newfoundland and Norwegian can be

bought for \$40.00 a barrel with some brands of each commanding a few dollars higher as to seller.

**Cream Tartar**—Large lots of imported goods are finding a disinterested market here with offers at 38c a pound for U. S. P. not inducing buyers to take on supplies. American makers have reduced their price to 46c.

**Epsom Salt**—Demand is light and accumulations on the spot are growing. The tendency is to shade prices with firm orders in sight. Spot U. S. P. salt, American make, is held at \$2.75@3.00 a hundred. German goods offering here at \$1.75, reported U. S. P., is finding a very ready sale although some buyers are evidently afraid to take a chance. Technical is held at \$1.75@2.00.

**Formaldehyde**—The recent firmness appears to have lasted. Inside on the spot is reported 19c a pound while some sellers are asking 20c. Demand is light.

**Glycerin**—Drums are 20c a pound for C. P. glycerin with demand light and weakness characteristic. Crudes are easier at 9½c for soap lye and 10c for saponifications. Dynamite is easier at 16c.

**Menthol**—The situation is unchanged and unusually weak. Spot menthol is held at \$4.00 a pound, duty paid, but holders admit they have been unable to sell at this figure indicating that some dealers are doing \$3.75. Japan is offering at \$3.00 for shipment according to reports. London is offering for shipment from Japan to this market at 16s 9d which is about \$2.89 c. i. f.

**Mercury**—American quicksilver was reduced by selling agents last week to \$50.00 a flask. Demand is at a standstill. Plenty of imported metal is pressing for sale at \$45.00 a flask. This additional sag in mercury may mean a further recession in mercurial prices.

**Quinine**—No increase in the demand is reported. Spot stocks are heavy and some very attractive offers have been made to consumers by weak holders looking to unload. It is understood that a lot passed very close to 40c. Openly, nothing under 50c has been heard for Java and 47c for Japanese sulfate. American in 100's is offered by resellers at 58c while 5's are held at 63c. Manufacturers quote 70c an ounce basis 100-ounce tins without change.

**Saccharin**—Weak and in very light demand is the position of saccharin. Resellers are offering standard brands at \$2.00 a pound while makers continue to name \$3.00.

**Santonin**—Offered here at \$80.00 and looking lower as new lots are reported to be making their way here via Constantinople and Hamburg.

**Silver Nitrate**—The recent further recession in the price of the metal has carried the silver salts down. As might be expected, silver nitrate is lower at 40½c @41½c an ounce.

#### LACK INFORMATION ON ICHTHYOL

In response to inquiries the U. S. Geological Survey is advertising the trade that they have no first-hand information in regard to the source of natural supply of the crude materials from which the ichthyol of American manufacture is alleged to be made. It is understood that their only information is a statement filed with them by the manufacturer.

The Royal Baking Powder Co. has declared an extra dividend of 2 per cent on the common stock in addition to the usual quarterly dividends of 2 per cent on the common and of 1½ on the preferred stocks, all payable Dec. 31 to holders of record Dec. 15.

#### SUGGESTS CHANGES IN DRUG LAWS

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 15.—The Secretary of Agriculture in his annual report to Congress today has the following to say in connection with the food and drugs act:

"In order to secure the more effective and efficient enforcement of the food and drugs act, the department should be specifically authorized to establish standards of strength, quality, and purity for the articles subject to its provisions, and ample power should be given it to enforce compliance with these standards. The term 'drugs,' as defined in the act, should be broadened to include specifically all cosmetics, toilet preparations, face creams, hair dyes, and antifat and antilean remedies; and all drugs containing methyl alcohol, for internal or external use, should be deemed to be adulterated, although the use of methyl alcohol in their preparation should be permitted, provided it is completely eliminated from the finished products.

"The list of habit-forming drugs set forth in the second paragraph of section 8 is incomplete and should be extended to include, by name, a number of dangerous substances commonly found in drug preparations; or, as an alternative, a definite requirement should be incorporated in the law that all habit-forming or poisonous drugs, or their derivatives, must be declared on the labels or packages. Virulent poisons should be brought within the scope of the act, and authority should be given to determine, from time to time, what substances shall be regarded as virulent poisons.

"The department should have power to inspect establishments in which foods or drugs are prepared for interstate or foreign commerce, or for sale in the District of Columbia or the Territories, in order to ascertain whether the articles are adulterated or misbranded; and the misbranding provisions of the act should be extended to food containers so made or shaped as to be likely to deceive or mislead the purchaser as to the quantity, quality, size or origin of their contents."

#### CHEMISTS FOR SALES TAX

Eastern members of the American Association of Pharmaceutical Chemists passed a resolution at a meeting at the Hotel McAlpin, on Saturday, Dec. 11, that "as long as the prohibition law remains on the statute books it is up to all good citizens to aid its enforcement and see that no camouflaged medicines are permitted to be on the market."

Among those who attended the meeting were: C. H. Searle, of G. D. Searle & Co., Chicago; J. F. Foy, of Maltbie Chemical Co., Newark, N. J.; R. Lincoln McNeil, of the Robert McNeil Co., Philadelphia; W. H. Rorer, of Philadelphia, and John Strum, of R. J. Straussenburg & Co., Rochester, N. Y.

The substitution of a tax on sales in place of the excess profits tax was endorsed, and state hospitals for drug addicts recommended. Harry Noonan, of the American Drug Products Co., who presided, said the business outlook was good.

The Dominican Republic's law provides that all patent and proprietary remedies must be analyzed and approved by the Department of Sanitation before being offered for sale in the Republic. For this purpose two samples and the complete formula of each preparation must be submitted, together with the official fee of \$5 for each analysis. The regulations governing the sale of narcotics and habit forming drugs, as well as those for use in the treatment of venereal disease, are very stringent and are strictly enforced.





per pound with almost no business being done at any price. The resale market has been equally quiet with no offers of importance heard and no inquiries.

**Benzidine**—Benzidine base is held firmly on a basis of \$1.00@\$1.10 per pound according to holder with little business moving. The sulfate remains inactive at 80c @90c per pound.

**Beta-naphthol**—Contract prices over 1921 on beta and para are given as \$1.65 for one pound of each. On this basis the beta price is around 55c per pound. Whether this can be shaded or not is problematical as there have been no inquiries in the producers' market. The resale market continues around 40c per pound but even this figure is subject to shading for firm business in some quarters.

**Dimethylaniline**—Prices are around 65c@75c per pound for spot delivery from more or less distressed holders of dimethylaniline. Producers are quoting prices around 85c@90c per pound but are finding little or no business at this level.

**Dinitrobenzene**—Prices are heard around 25c@27c per pound. Business has been slow at these figures.

**Diphenylamine**—Weakness in some quarters continues with prices around 68c@70c per pound for resale material. Producers are naming prices around 72c @74c per pound but are finding little business at this price.

**Michler's Ketone**—No change has occurred in this material which remains rather soft in producers' hands at \$4.00 per pound.

**Para-nitroaniline**—Resale offers of para are heard as low as 90c per pound although the producers' market continues steady around \$1.10 per pound both for prompt and contract deliveries.

### HOW THE DYE INDUSTRY "GREW UP"

The story of the growth of the dye industry in this country is told by H. Gardner McKerrow, of the National Aniline and Chemical Co., in the December issue of "The Barrett Trail." It starts with the manufacture of intermediates by Schoellkopf, Hartford & MacLaglen, afterwards Schoellkopf, Hartford & Hanna, of Buffalo, in 1879, and describes the various plants which were finally united to form the Allied Chemical and Dye Corporation. Mr. McKerrow says of the Buffalo plant:

"The Buffalo plant, based on the original establishment in 1879, covers many acres and constitutes the largest dyestuff factory in the United States. Here are manufactured a very extensive range of dyes for use on cotton, wool, silk and other fibres, besides many that find use in other industries such as paper, leather, etc. This plant also produces an extensive line of sulfur dyes and a variety of intermediates, including some of great chemical complexity which are necessary for conversion into dyes of far-reaching importance to the textile and other industries. The research and manufacturing laboratories, and the organic acid works at this plant have no equal in this country."

### SALES CONVENTION OF DU PONT FORCES

The annual sales convention of the Du Pont companies in the New York district opened Tuesday at the Hotel McAlpin, New York City. About 150 salesmen are in attendance at the sessions which will continue through Friday. The meeting is more or less in the nature of a get-together convention to discuss sales methods and business conditions. The banquet of the convention was held at the McAlpin Wednesday evening.

### CANADA'S IMPORTS OF DYES

(Special to DRUG AND CHEMICAL MARKETS)

Toronto, Canada, Dec. 15.—The monthly report of the Trade of Canada for September gives the value of imports of dyes and tanning materials as follows:

For the month of September from Great Britain \$105,336; from United States, \$427,599, from other countries, \$57,551; total \$590,486; as compared with imports from United States, \$24,061, from Britain, \$347,976, from other countries, \$66,162; total \$438,199 for September, 1919. During the six months ending September the figures were, from Britain \$441,368; from United States, \$2,962,969, from other countries \$270,561; total \$3,674,898; as compared with imports from Britain \$147,156, from United States \$1,784,562, from other countries \$158,974, total \$2,090,692 for the six months ending September, 1919.

Imports of aniline and coal-tar dyes included in the above were as follows for the month of September, from Britain 133,733 lbs., value \$89,400; United States 251,804 lbs., \$261,038; Switzerland 5,103 lbs., \$10,558; other countries 560 lbs., \$7,657; total 391,110 lbs., \$368,653; compared with imports for September, 1919, from Britain 41,244 lbs., \$21,136; United States 150,454 lbs., \$176,890; Switzerland 280 lbs., \$1,103; total 191,978 lbs., \$199,129. For the six months ending September the imports were, from Britain 465,016 lbs., \$323,771; United States 1,413,319 lbs., \$1,521,432; Switzerland 59,481 lbs., \$123,655; other countries 581 lbs., \$7,889; total 1,938,397 lbs., \$1,976,747; as compared with, from Britain 238,694 lbs., \$113,591; United States, 984,284 lbs., \$911,369; Switzerland 36,616 lbs., \$64,796, total 1,259,594 lbs., \$1,089,756, for the six months ended September, 1919.

### NEW ALCOHOL PROCESS DISCOVERED

The Standard Oil Company of New Jersey announces the discovery of a new alcohol closely akin to wood alcohol in its adaptability to commercial purposes. The new alcohol or petrohol, as it is called, is made from the by-products of petroleum refinement.

According to Frank D. Howard, in charge of the Standard Oil Company's development work department, petrohol is being made for commercial purposes at the company's Bay Way Refinery at Elizabeth, N. J. It is explained that while a small quantity of petrohol if taken internally might not produce the deadly effects of wood alcohol, it nevertheless was inherently a poison and could not be used as a beverage. It is being manufactured at the rate of about 250 gallons a day. The company has obtained exclusive rights in all countries to make the new product.

Importers of dyewoods are not bringing in supplies sufficient to meet the needs of extract makers, despite the fact that prevailing prices are virtually four times higher than the prices prevailing in 1914, says "The World Markets." Importers, on the other hand, assert that the bottom has been knocked out of the dyewood market by the manufacture of synthetics in the United States.

Alfred W. Thompson, president of the Blue Ridge Color and Prince's Metallic Paint Co., Lehigh Gap, Penn., died at Allentown, Penn., on Dec. 4. Mr. Thompson was 64 years old. He was born in Coburg, Canada. He was a member of the Paint, Oil and Varnish Club of New York.

Devoe and Reynolds Co., Inc., held a salesmen's convention at the Hotel Astor, last week. The conference ended Friday night with a banquet at the Drug and Chemical Club.

## The Oil Market

Current Spot Quotations of Oils, Tallows, Greases, Page 1298; Naval Stores, Page 1296

### PRICES BELOW COST OF PRODUCTION

**Cottonseed and Menhaden Oils Extremely Weak—Coconut Oil, Which Has Been In Strong Position Begins to Slump—Linseed Oil Shows Signs of Strength Owing to Flaxseed Prices**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

| Advanced                  |                                    |
|---------------------------|------------------------------------|
| Linseed, 2c gal.          |                                    |
| Declined                  |                                    |
| Castor, 2c lb.            | Peanut Refd., 1/8c lb.             |
| China Wood, 1c lb.        | Peanut Crd., 1/4c lb.              |
| Coconut, 1/8c lb.         | Rosin, \$1.25 bbl                  |
| Corn, 1/8c lb.            | Rosin Oil, 7c gal.                 |
| Menhaden, Crd., 10c gal.  | Soya Bean, Coast, 1/8c lb.         |
| Menhaden, Refd., 13c gal. | Soya Bean, bbls., Spot, 1 1/4c lb. |
| Olive Foots, 1c lb.       | Turpentine, 10c gal.               |
| Palm, 1/4c lb.            | Whale Oil, 10c gal.                |

#### Trend of the Market

|                              | Today   | Last Week | Last Month | Last Year |
|------------------------------|---------|-----------|------------|-----------|
| Cod Oil, N. F.               | \$ .70  | \$ .70    | \$ .85     | \$ 1.14   |
| Degras, Amer., bbls.         | .06     | .06       | .06        | .07 1/2   |
| Lard, No. 1.                 | .92     | .92       | 1.19       | 1.50      |
| Menhaden, crd* tanks.        | .30     | .40       | .45        | .98       |
| Neatsfoot, 20 deg. ct., gal. | 1.65    | 1.65      | 1.65       | 1.90      |
| Red Oil, distilled           | .08 1/4 | .08 3/4   | .11 1/2    | .16 1/2   |
| Stearic Acid, T. P.          | .16 1/2 | .16 1/2   | .19        | .30       |
| Coconut, Ceylon, Dom., bbls. | .13 1/2 | .14       | .15 1/4    | .17 1/2   |
| Cottonseed crude, tanks*     | .06 1/4 | .06 1/2   | .07 3/4    | .20       |
| Linseed, Carlots, bbls.      | .82     | .80       | 1.00       | 1.77      |
| Olive, denatured             | 2.75    | 2.75      | 3.00       | 2.50      |
| Peanut, refined              | .13 1/2 | .14       | .17        | .26       |
| Soya Bean, bbls.             | .08 1/2 | .09 1/4   | .12        | .17 1/4   |
| Average                      | .605    | .628      | .697       | .859      |

\*F. O. B. Mills

Further weakness has shown itself in the oil market during the past week. Stocks are becoming more and more distressed in many cases as buyers fail to enter the market. Stocks are not to be considered heavy except in the case of cottonseed oil although the present lack of any interest on the part of consumers has brought about as great a weakness in the market as if they were very heavy. Even coconut oil which has been the strongest on the list for some months is showing some signs of weakening. Menhaden and cottonseed oils are in perhaps the worst positions of any of the oils with prices now quoted estimated to be well below the actual cost of production and with stocks in producers' hands comparatively heavy on account of the lack of demand so far this season. Linseed oil is decidedly stronger on the strength of the seed markets coupled with a rapidly increasing demand from consuming interests.

Linseed oil is the only item of the oil list which has shown any signs of strength during the week. Declines have been general throughout the vegetable list, including China wood, castor, coconut, corn, olive foots, palm, peanut and soya bean oils. Prices are without meaning on the lack of demand.

Animal and fish oils have shown similar weakness but revisions of price have not been so general as in the case of the vegetable oils. Revisions have been made in refined whale oil, and menhaden oil. Cod oil prices are entirely meaningless in the absence of buying interest.

Rosin, rosin oil, and turpentine are lower with demand very slow.

#### Vegetable Oils

**Linseed Oil**—There seems to be a growing demand for linseed oil in the market. Prices are strengthening

and buyers are showing a willingness to take larger quantities than the small lots with which they have contented themselves recently. Quotations for December oil have moved up to 82c per gallon basis carlots of barrels and crushers are seldom willing to shade this price now but are rather inclined to hold on the basis of 83c per gallon. January forward oil is being firmly held on a basis of 84c per gallon. The foreign markets have not shown a corresponding strength and are still quoted weak. London prices are down to 46 shillings per quintal and Amsterdam prices are still held on the former basis of 315 francs per 100 kilos. English oil on the spot is quoted lower at 75c@80c per gallon.

The flaxseed markets have shown some strength during the week. Buenos Aires quotations are higher at \$1.73 1/2@\$1.74 per bushel. Duluth seed is quoted at \$2.20 1/2@\$2.30 per bushel according to position while Winnipeg quotations are around \$2.11@\$2.20 per bushel according to position.

**Castor Oil**—The offer of 800,000 pounds of government castor oil has had a very depressing effect on the market in spite of the fact that this oil is known to be of inferior quality. No. 1 castor oil in barrels is quoted down to 12c per pound with little demand. No. 3 has been reduced to 11 1/2c@12c per pound in barrels. The government oil which is in the market is said to be very good oil except for the fact that it contains some foots and it would be well for the prospective buyer to look into this before buying.

**China Wood Oil**—Prices are lower for wood oil both on the spot and on the Coast. Barrels New York are now quoted down to 11 1/2c@12c per pound while Coast quotations are given as 9 1/2c@10c per pound in barrels.

**Coconut Oil**—The European markets, which have enabled holders of coconut oil to keep prices up, have taken a rather decided slump and as a result the domestic market is weakening. Quotations on Ceylon oil are lower at 12 1/2c@12 3/4c per pound in tanks and 13 1/2c@14c per pound in barrels. Cochin oil is quoted lower at 13 1/2c@13 3/4c per pound in tanks and 14 1/2c@15c per pound in barrels. Manila oil on the Coast in sellers' tanks is quoted down to 10c@10 1/4c per pound. Edible coconut oil on the spot in barrels is lower at 16c@16 1/4c per pound.

**Corn Oil**—Refined corn oil in barrels is down to 13 1/2c@14c per pound on the spot. Crude oil in sellers' tanks f. o. b. mills is unchanged at 8c@8 1/2c per pound while barrels at mills are quoted at 9 1/2c@10c per pound.

**Cottonseed Oil**—Prices have remained unchanged for cottonseed oil with prime summer yellow quoted at 9 1/4c@10c per pound according to position and crude oil in buyers' tanks f. o. b. mills held at 6 1/4c@6 1/2c per pound with bids asked.

**Olive Oil**—Denatured olive has not changed during the period from its former weak position at \$2.75@\$2.85 per gallon. Olive foots are lower at 10c@11c per pound.

**Palm Oil**—Lagos casks are quoted lower at 8 1/4c@9c per pound, with Niger around 8c@8 1/4c per pound.

**Peanut Oil**—Further reductions have occurred in crude peanut oil both on the Coast and at southern mills. The present price basis is 8 1/2c@8 3/4c per pound in tanks both positions. Refiners have reduced their prices on refined peanut oil and are now quoting on the basis of 13 1/2c@14c per pound for spot barrels.



**Perilla Oil**—Reports from the Coast name perilla oil in sellers' tanks as low as 9c@9½c per pound. Limited stocks and demand make this figure largely nominal.

**Soya Bean Oil**—December tanks of soya bean oil are to be had on the Coast as low as 5¼c@5½c per pound with February-March oil held at 5¼c@6c per pound. Various factors in the trade see speculative possibilities in soya bean oil at these prices. Crude oil on the spot in barrels is quoted lower at 8½c@9c per pound while edible oil is lower at 11c@11½c per pound.

#### Fish Oils

**Cod Oil**—Holders of stocks are asking for bids and are naming as low as 70c per gallon for Newfoundland oil. Just how much lower than this figure they would be willing to accept is not known but it is apparent that they would shade it considerably for firm business.

**Menhaden Oil**—Crude menhaden oil is again off. The present basis of 30c per gallon f. o. b. mills is said to be well below cost to produce but under the circumstances it is necessary for holders to make every effort to start a movement of oil hoping that prices will eventually rise to cover their losses. Refiners have reduced their prices and are now quoting on a basis of 55c per gallon for light pressed oil. Yellow bleached is held at 58c per gallon, extra bleached at 60c per gallon, and blown oil, at 70c per gallon. These prices are probably subject to some shading for firm business.

**Whale Oil**—Crude whale oil on the Coast is quoted down to 5c@5¼c per pound in tank cars. Refiners have reduced their prices and are now quoting natural winter oil at 90c per gallon and bleached winter at 95c per gallon.

#### Naval Stores

**Rosin**—Lack of demand has forced a reduction in spot rosin to a basis of \$9.00 per barrel for B to WG inclusive and \$9.25 per barrel for WW. Demand has been equally slow at producing centers although it is hoped that the new export combine in this field will be able to stimulate foreign trade to some extent by extending credits, etc.

**Rosin Oil**—Following the recent continued weakness of rosins, rosin oils have also declined. The new prices are given as 61c@64c per gallon for first run and 62c@65c per gallon for second run oil.

**Turpentine**—The inactivity of recent weeks continues in the turpentine markets. Producing centers continue to report no sales and prices everywhere are more or less open to negotiation. The spot market is named at 80c per gallon for spirits. London prices are given as 105 shillings per quintal. Savannah gives 92½c per gallon as the last sale price made November 20th. Jacksonville quotes 77c per gallon as last sale price made within a week or ten days.

Claims aggregating over \$86,000 for damages to shipments of vegetable oil while in transit on Government vessels have been filed by Pacific Coast importers against the United States Shipping Board. Among the claimants are S. L. Jones & Co., of San Francisco, and Rogers-Brown & Co., of Seattle. These claims have been accruing against the Government for a year and a half and cover shipments made on the steamers West Vaca, West Caboa, West Henshaw, West Hepburn and Caddaretta. It is believed that an amicable settlement will be made before the time set for a court hearing.

The Georgia Soap Co., Locust Grove, Ga., has installed equipment in a building recently purchased and has begun the manufacture of soap.

#### OIL PRICES TODAY AND LAST YEAR

The condition of the vegetable oil market is shown at a glance in a table of comparative prices issued by Elbert & Company, 27 William street, New York, in a recent circular. It gives the quotations in cents per pound today and last year, as follows:

|   | Today    | Last Year    |
|---|----------|--------------|
| Cottonseed Oil—P.S.Y., spot, bbls...    | 09¼ @09¼ | 22¼ @23      |
| P. W. Y. Cottonseed Oil.....            | 11¼ @12  | 24¼ @24½     |
| Corn Oil, refined, spot, bbls.....      | 13¼ @14  | 23 @24       |
| Corn Oil, Crude, spot, bbls.....        | 10¼ @10¼ | 17¼ @17¼     |
| *Linseed Oil, raw, spot, bbls.....      | 80 @90   | \$1.80 @1.85 |
| Coconut Oil, Cochon dom., spot, bbls.   | 15 @15¼  | 19¼ @20      |
| " " Ceylon dom., spot, bbls.            | 14 @14¼  | 17¼ @17¼     |
| " " Refined edible .....                | 16¼ @16¼ | 21¼ @21¼     |
| Coconut Oil, Manila, seller's tanks,    |          |              |
| Coast .....                             | 11 @11½  | 16¼ @17      |
| Copra, New York.....                    | 07 Nom.  | 10¼ @10½     |
| Palm Oil, Lagos, spot.....              | 08¼ @09¼ | 17¼ @17½     |
| " " Niger, spot .....                   | 08 @08½  | 16 @16¼      |
| " " Bright Red, spot.....               | 08½ @09  | 16¼ @17      |
| Palm Kernel Oil.....                    | 13 @13¼  | 20¼ @21¼     |
| Palm Kernels .....                      | 05 @05½  | 07¼ @08      |
| Peanut Oil—Oriental seller's tank,      |          |              |
| Coast .....                             | 08¼ @09  | 22¼ @23¼     |
| Peanut Oil—edible, N. Y., in bbls..     | 13¼ @14  | 26¼ @27¼     |
| Soya Bean Oil, coast sellers' tanks..   | 06 @06¼  | 15¼ @16¼     |
| Soya Oil, Refined, in bbls., New York   | 12 @12¼  | 20¼ @21¼     |
| Soya Oil, Crude, in bbls. New York.     | 09¼ @10  | 17 @18       |
| China Wood Oil, spot.....               | 12¼ @13  | 23 @23½      |
| Castor, No. 1—U. S. P.....              | 15 @15½  | 20 @20       |
| Neural Lard .....                       | 22 @23   | 32½ @33      |
| Oleine, Saponified .....                | 09¼ @10  | 16¼ @17      |
| Oleine distilled .....                  | 08¼ @09  | 16¼ @16½     |
| *Cod—Newfoundland .....                 | 80 @85   | \$1.14 @1.19 |
| *Menhaden, crude, f.o.b. Balto.....     | 40 @45   | 90 @95       |
| Tallow—City special (loose).....        | 07 @07¼  | 16 @16¼      |
| Prime Packers Tallow, in tcs., f.o.b.,  |          |              |
| N. Y. ....                              | 08¼ @09  | 17 @18       |
| No. 1 Tallow, in tcs., f.o.b., N. Y.... | 07¼ @07½ | 16¼ @17      |
| Oleo—Stearine, spot .....               | 09 @09½  | 22 @23       |
| Greases—Yellow .....                    | 06 @06¼  | 14 @14½      |
| Greases, low grades and Garbage         |          |              |
| Grease .....                            | 05¼ @06  | 11¼ @12¼     |

\*Indicates price per gallon.

#### OCTOBER EXPORTS OF GLYCERIN

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 15.—The exports of glycerin during October and the principal countries to which consignments were shipped are shown in the following table:

| Countries            | Pounds | Dollars |
|----------------------|--------|---------|
| Mexico .....         | 3,400  | 818     |
| Cuba .....           | 6,067  | 1,704   |
| Brazil .....         | 1,100  | 233     |
| Chile .....          | 11,649 | 3,551   |
| Peru .....           | 2,779  | 980     |
| Venezuela .....      | 1,415  | 460     |
| China .....          | 14,485 | 4,176   |
| Kwangtung .....      | 1,100  | 344     |
| Canary Islands ..... | 1,250  | 362     |

The total exports amounted to 47,900 pounds valued at \$13,855. The imports of glycerin were 2,296,000 pounds valued at \$299,000.

#### ARGENTINA'S IMPORTS OF PARAFFIN WAX

The supply of paraffin wax demanded by the Argentine candle manufacturers amounts to approximately 2,000 to 3,000 metric tons (metric ton=1.102 tons) per year, the imports for 1919, the largest noted in eight years, having been 3,300 tons, and that for 1915, having been 2,892 tons, the next largest amount. The two principal countries from which paraffin was shipped to Argentina were Austria-Hungary and the United States. Since 1915 over 90 per cent has come from the latter country.

The total importation of paraffin for the years 1912 to 1919, inclusive, was: 1912, 118,781 kilos; 1913, 321,309 kilos; 1914, 731,477 kilos; 1915, 2,892,445 kilos; 1916, 1,568,164 kilos; 1917, 1,774,457 kilos; 1918, 1,811,272 kilos; 1919, 3,944,137 kilos.

## The Crude Drug Market

Current Spot Quotations of Crude Drugs, Pages 1298-1300

### LIQUIDATION STILL WEAKENS PRICES

Business Continues Dull as Large Holdings Press For Sale—Ergot Lower—Crushed Soap Bark Down—Cantharides Off—Lycopodium and Wahoo Firmer

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

|                                |  |                                   |
|--------------------------------|--|-----------------------------------|
| <b>Advanced</b>                |  | Wahoo, Bk. Rt., 10c lb.           |
| <b>Declined</b>                |  | Jaborandi Lvs., 4c lb.            |
| Lycopodium, 25c lb.            |  | Mustard Seed, Bari Brn., 2c lb.   |
| Aniseed, Star, 1½c lb.         |  | Bombay Brown, 3c lb.              |
| Spanish, ½c lb.                |  | Orris, Florentine, 1c lb.         |
| Barberry Bark, 5c lb.          |  | Verona, 1c lb.                    |
| Blood Root, 2c lb.             |  | Pepper, White Sing., 1c lb.       |
| Buchu, Short, 15c lb.          |  | Poppy Seed, Dutch, ½c lb.         |
| Calabar Beans, 5c lb.          |  | Turkish, ½c lb.                   |
| Calendula Petals, 10c lb.      |  | White Indian, ½c lb.              |
| Chamomiles, Gen. Hung., 3c lb. |  | Pulsatilla Herb, 10c lb.          |
| Celery Seed, ½c lb.            |  | Rhubarb Rt., Powd., 5c lb.        |
| Cloves, Zanzib., 2c lb.        |  | Saffron, Span., 25c lb.           |
| Amboyna, 4c lb.                |  | Soap Bark, Crahd., 5c lb.         |
| Cantharides, Chin., 5c lb.     |  | Sassafras Ordinary, 3c lb.        |
| Russian, 25c lb.               |  | Tragacanth, No. 1 ribbon, 15c lb. |
| Doggrass, Gen., 5c lb.         |  | Uva Ursi, 1c lb.                  |
| Elder Flowers, 5c lb.          |  | Valerian Root, 2c lb.             |
| Elm Bark, Grnd., 3c lb.        |  | Wormseed, Amer., 2c lb.           |
| Ergot, Spanish, 25c lb.        |  |                                   |
| Golden Seal, 30c lb.           |  |                                   |

#### Trend of the Market

|                           | Today       | Last Week   | Last Month  | Last Year   |
|---------------------------|-------------|-------------|-------------|-------------|
| Aconite Root, U.S.P.      | \$4.45      | \$4.45      | \$4.45      | \$4.90      |
| Buchu Leaves, Short       | 2.60        | 2.75        | 3.00        | 2.35        |
| Cantharides, Russian      | 2.50        | 2.75        | 2.75        | 3.75        |
| Cocculus Indicus          | .22         | .22         | .22         | .30         |
| Ergot, Spanish            | 1.80        | 1.75        | 2.00        | 5.00        |
| Insect Powder, pure       | .58         | .58         | .65         | .90         |
| Ipecac, Cartagena         | 3.00        | 3.00        | 3.25        | 3.25        |
| Nux Vomica                | .13         | .13         | .14½        | .08         |
| Opium, gum                | 7.50        | 7.50        | 7.50        | 7.00        |
| Rhubarb Root, H. D.       | .60         | .60         | .70         | 1.75        |
| Tragacanth No. 1 ribbon   | 4.10        | 4.25        | 4.50        | 5.25        |
| Wild Cherry Bk. thin nat. | .10         | .10         | .10         | .16         |
| <b>Average</b>            | <b>1.95</b> | <b>2.02</b> | <b>2.10</b> | <b>2.60</b> |

As new lots of goods, principally imported products, come into this market in increasing quantities, in many instances on consignment, holders appear to be sacrificing everything in order to move their stocks. Liquidation is general and widespread as these large holdings press for sale. Products which have retained a semblance of firmness until recently, are in some cases beginning to shake and waver, apparently where the statistical position of supplies does not warrant any weakening. However, the amount of inquiry during the past week from consuming channels shows improvement, mostly in items which have slumped well below pre-war levels and it is evident, when the admitted depletion of consumers' stocks is considered, that within the next month or so buying must pick up or manufacturing cease.

With the exception of lycopodium and wahoo of root, for which an active inquiry is reported, price movements this week have continued downward at approximately the same rate as has been noted for a month or six weeks past. Ergot is again lower and weak. Buchu in bales is down again. Crushed soap bark has dropped. Golden seal is easier. Jaborandi is off. Calendula petals have moved down again. Uva ursi is lower. Easier spot figures are noted for bloodroot. Calabar beans are down. Lower prices are also noted for Hungarian chamomiles, doggrass, tragacanth ribbons, valerian, American wormseed, pulsatilla, orris, poppy seeds, cloves, powdered rhubarb and Spanish saffron. Both Chinese and Russian cantharides are down.

### Crude Drugs

**Cantharides**—Chinese whole cantharides are lower at 80c a pound on spot. Powdered are unchanged at \$1.35. Russian powdered goods are down to \$2.75 while the whole is reported at \$2.50. Demand is very slack.

**Ergot**—Spanish ergot is lower on the spot at \$1.50 a pound. For large round lots in first hands, less than this has been reported. Spain is cabling higher at about \$1.65 c. i. f. but finding little interest here at any price. Consignments continue to come in for American consumers, probably bought well above \$2.00.

**Lycopodium**—The market here has noted an active inquiry during the early part of this week. Spot stocks have dwindled to very small proportions and sellers are now holding for \$4.00 a pound firm as compared with \$3.75 a week ago. Goods coming forward to replenish spot stocks are reported rather meagre.

**Nux Vomica**—Prices held at last week's levels unchanged, 13c a pound noted for spot whole buttons and 19c@20c for powdered. Small lots of powdered are commanding up to 22c. A fair jobbing inquiry is reported.

### Barks

**Buckthorn**—The sentiment of the market here does not agree with the 12c price for spot goods but one seller with a large consignment made this figure and has sufficient bark to hold the market here at this level.

**Cascara Sagrada**—For ordinary lots on the spot, 16c a pound is still in effect. Cars or more have elicited 15½c here. On the Coast, 1919 bark is reported about cleaned out in a large way. Dealers here name 17c, with one dealer claiming 16½c can be done.

**Elm**—For a round lot, 80c is the price for selected bark of nice grade. Small jobbing quantities are selling at 85c. Philadelphia is reported still offering low quality material, as noted two weeks ago, at 75c. Grinding bark on the spot is easy at 32c while millers hold powdered at 45c.

**Sassafras**—Ordinary bark is easier at 22c@25c a pound as to seller and quantity. Selected is held at 28c.

**Soap**—Crushed soap bark has dropped to 16c a pound on the spot owing to the cheaper cost of the whole. The latter is now held at 12c here. Cut is also easier at 20c.

**Wahoo**—An active inquiry is noted with prices higher and held firmly by sellers. Bark of the root is strong at 85c@90c. Supplies are small. Bark of tree is easy and unchanged at 35c.

### Beans

**Calabar**—Importations of last week offered at lower prices here have brought spot figures down to 20c a pound.

### Berries

Some importations of cubeb berries have been noted of late but spot prices remain the same at \$1.35 for ordinary, \$1.40 for powdered and \$1.50 for XX choice. Junipers are easier at 4c a pound on spot with jobbing sales reported at 3¾c. Saw palmetto berries are steady at 20c.

### Flowers

**Calendula Petals**—A further reduction in the price has brought spot quotations to \$1.00 a pound with little demand and weak thereat.

**Chamomiles**—Spanish chamomiles, Hungarian style, are easy at 30c a pound which is reported subject to shading. Genuine Hungarian are lower at 32c. Roman continue unchanged at 16c.

**Elder**—The total supply in all markets is reported to be not overabundant but nevertheless, offers are available on the spot at lower prices, 60c being subject to cutting on firm business.

**Insect**—Pure powder is easy on spot at 58c a pound. Japan is desirous of unloading some of the "supposed-never-to-have-existed" stocks in this market and very attractive prices are noted for shipment. Trieste and Hamburg, however, will undoubtedly be able to meet any Japanese figure and go them one better owing to the exchange rates.

**Linden**—Another cut this week brings linden with leaves to 22c and linden without leaves to 42c a pound on spot.

**Saffron**—American saffron is unchanged at 70c on spot. Spanish is lower at \$12.00 a pound here.

#### Gums

Asafetida is easy at \$2.75 a pound for lump while powdered is held at \$3.95. Curacao aloes in cases is held at 8½c. Acacia amber sorts are easy at 12c. Tragacanth, No. 1 ribbons, are lower at \$4.10 a pound on spot.

#### Leaves and Herbs

**Belladonna**—As to test, quality and quantity, belladonna prices range from 28c up to 35c a pound here.

**Buchu**—Short leaf in bales is available here at \$2.60 a pound. Less than bale lots range from \$2.70 up to \$3.00 a pound as to seller and quantity. Long leaf is rather an uncertain quantity with spot prices reported at \$2.75@3.00. No further intimations of large holdings have been received from Cape Town but with the beginning of the 1921 season in February and subsequent shipments to this market, current high prices are likely to recede.

**Henna**—Prices easy and subject to shading under pressure of new goods at 27c a pound on spot.

**Jaborandi**—Lower prices are noted for jaborandi leaves at 32c@34c a pound. New lots are large, according to reports.

**Pulsatilla**—The herb is off slightly at \$1.00 a pound here.

**Uva Ursi**—The most generally quoted figure is now 6c a pound but 5½c can be done for spot goods without any trouble.

#### Roots

**Blood**—Country holders are becoming impatient and beginning to realize the size of the collection of blood-root this year. They are willing to sacrifice prices to move their goods. Spot prices are lower in sympathy with cheaper country prices and sellers here name 23c @24c with a reported willingness to shade in some cases.

**Colombo**—This item is extremely weak at 7c a pound on spot with some holders cutting well under this price.

**Golden Seal**—New large lots are pressing on this market owing to country holders liquidating rather heavily. Spot whole root is now held at \$5.00@5.10 a pound. Powdered is reported unchanged at \$6.30.

**Orris**—Both Florentine and Verona are weak with large lots held on the spot and more to come. The former is quoted here at 8c and the latter at 6c a pound.

**Rhubarb**—Powdered is lower and is now named by millers here at 65c@70c a pound as to quantity and seller. Whole common round is easy but unchanged at 60c.

**Senega**—Spot senega is still openly quoted at 95c@1.00 a pound but the weakness which has developed during the past week or so in country drug districts,

will undoubtedly mean that 90c is likely on spot and less in country first hands.

**Valerian**—One large importer holding a lot on consignment has broken the market to 14c on spot. However, most dealers here are asking 16c but doing little in the weak market.

#### MEXICO'S NEW VANILLA CROP

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Vera Cruz, Mex., Dec. 3.—The 1920 crop of green vanilla beans has been gathered. The present crop will be about 30 per cent less than last year's and the beans are small, there being too much dry weather. It will be about April 1, 1921, before the green vanilla beans of the crop of 1920 have been cured and ready for the market. Buyers are demoralized by the low prices in the United States, and there are no sales in the vanilla market. A number of American importers of vanilla have their connections established with local shippers of this product, but only small amounts have been shipped in the past month.

Vera Cruz market quotations for superior vanilla are 10 to 12 pesos (\$5.00 to \$6.00 American currency) per kilo (2 1-5 pounds) and the picadura or cuts at 6 to 8 pesos per kilo.

Owing to a strike of stevedores some fifteen ships were tied up for about three weeks during November and very little merchandise has been exported. Some 1,467 kilos of jalap root, 3,958 kilos of sarsaparilla root and 6,114 pounds of asafrancillo (Mexican saffron) made up the bulk of the exportations to the United States for the month of November. Holdings of sarsaparilla and jalap roots are unusually light and the market price has not changed.

Russian santolin is coming in at New York at the present time from Constantinople by parcel post. The arrival of the new material on the market here in conjunction with reported offers from Hamburg and increasing cheap lots on the London market, is responsible for a sharp drop in the price which occurred a week or so ago. Spot goods are now reported selling around \$75.00 a pound as compared with a price of about \$130.00 before the break and lower prices are expected for the future as the shortage of santolin here is overcome. A few months ago, the price was close to \$200.00 and little or nothing available at this figure. The pre-war price was about \$30.00 a pound.

The Drug Products Co., 48 West Fourth street, New York, has issued a card announcing its removal to a new plant at 156 Meadow street, Long Island City, on Dec. 15. The announcement is illustrated by the use of two "plants" in flower pots. One plant is stripped of leaves, and every kind of "bug" known to horticulture is walking over on a cobweb to the new plant which is loaded with succulent vegetation. On the reverse side of the card is a picture of the factory and directions how to get there. Harry Noonan, president of the American Association of Pharmaceutical Chemists, is associated with the company.

Opium in warehouse Nov. 1 amounted to 63,245 pounds valued at \$321,063. Withdrawals for export during October were 1,173 pounds valued at \$6,551. Other withdrawals amounted to 9,151 pounds valued at \$52,506. The amount in bond on Sept. 1 was 83,768 pounds valued at \$437,747. The balance at the close of September was 73,576 pounds valued at \$380,120.

R. Hillier's Son Company, crude drug millers of Jersey City, N. J. will re-establish a New York office about the first of the year at 89 Fulton street. The office of the company was moved to 73 Hudson street, Jersey City, from 100 William street, New York, last May.



## The Essential Oil Market

Current Spot Quotations of Essential Oils and Aromatic Chemicals, Page 1302

### DECLINES IN PEPPERMINT AND SPEARMINT

Many Prices Move Down—Demand Lacks Improvement—Bergamot and Lemon Off—Sharp Drop in Wormseed—Sweet Birch Easier—Petit Grain Lower

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

| Advanced                       |  | Declined                             |  |
|--------------------------------|--|--------------------------------------|--|
| No Advances Recorded           |  |                                      |  |
| Oil Almond, Sweet, 5c lb.      |  | Oil Heliotropin, 25c lb.             |  |
| Oil Anise, 5c lb.              |  | Oil Lemongrass, 15c lb.              |  |
| Oil Bay, 25c lb.               |  | Oil Peppermint, Amer., 50c lb.       |  |
| Oil Bergamot, 25c lb.          |  | Oil Petit Grain, S.A., 35c lb.       |  |
| Oil Bois de Rose, \$1 lb.      |  | Oil Rosemary, Span., 10c lb.         |  |
| Oil Cassia, 5c lb.             |  | Oil Spearmint, 25c lb.               |  |
| Oil Cedar Wood, 2½c lb.        |  | Oil Wintergreen, Sweet Bir., 15c lb. |  |
| Oil Citronella, Ceylon, 1c lb. |  | Gaultheria, 50c lb.                  |  |
| Java, 5c lb.                   |  | Oil Wormseed, 50c lb.                |  |
| Oil Cloves, 5c lb.             |  | Citral, \$1 lb.                      |  |
| Oil Lavender Spike, 10c lb.    |  | Musk Ambrette, \$5 lb.               |  |
| Oil Lemon, 5c lb.              |  | Safrol, 5c lb.                       |  |
|                                |  | Vanillin, 5c oz.                     |  |

#### Trend of the Market

|                              | Today  | Last Week | Last Month | Last Year |
|------------------------------|--------|-----------|------------|-----------|
| Oil Bergamot .....           | \$5.00 | \$6.25    | \$6.25     | \$4.75    |
| Oil Citronella, Ceylon.....  | .39    | .40       | .42        | .56       |
| Oil Cloves .....             | 1.25   | 2.00      | 2.20       | 3.90      |
| Oil Lavender Flowers.....    | 7.50   | 7.50      | 7.50       | 10.50     |
| Oil Lemon .....              | .95    | 1.00      | 1.00       | 1.80      |
| Oil Peppermint, Natural..... | 5.00   | 5.50      | 5.75       | 8.00      |
| Oil Sandalwood, E. I.....    | 10.50  | 10.75     | 10.75      | 11.00     |
| Oil Sassafras, Artif.....    | .70    | .70       | .70        | .85       |
| Benzaldehyde, U.S.P.....     | 1.00   | 1.00      | 1.00       | 1.25      |
| Coumarin .....               | 5.75   | 5.75      | 6.00       | 7.75      |
| Methyl Salicylate .....      | .65    | .65       | .70        | .80       |
| Vanillin .....               | .70    | .75       | .80        | .95       |
| Average .....                | 3.44   | 3.54      | 3.58       | 4.28      |

Price cutting has induced no improvement in the demand for essential oils and allied products. The lower prices drop, the smaller becomes the inquiry from consuming channels. This is the aspect that conditions have assumed in this market. General weakness is still paramount and many price cuts have been registered this week. Distillers of American products have shown the first real break from their position of general firmness during the past few days and have quoted some goods for shipments at surprising reductions. The market is receiving little support but talk,—"bullish" announcements being very plentiful—the sight of real business, however, apparently inducing sellers to forget all about firmness and to cut prices with extreme freedom. This policy is helping nobody and has the disadvantage of chasing buyers to a safe distance.

Many declines have been recorded. Peppermint, spearmint and wintergreen oils are all lower on the spot this week. Bergamot and lemon have shown further weaknesses. Cheaper bois de rose is available here. A drop in South American petit grain is noted. A sharp cut has been made in oil wormseed both on spot and in the country. Cassia, anise, cloves and citronella are weak and slightly lower. Spike lavender is cheaper. A decline has been noted in sweet almond oil. Lemongrass is down again. Spanish rosemary is lower and weak. Vanillin has moved off as have citral, safrol and musk ambrette.

#### Essential Oils

**Oil Almond**—Sweet oil of almond has been reduced to a basis of 55c a pound. The bitter oil is in light demand but unchanged in price at \$8.50 a pound for U. S. P. and up as to seller. Apricot kernel oil is unchanged at 40c.

**Oil Anise**—The further weakness of silver holds anise oil soft with spot prices quoted slightly lower. Technical oil is held at 80c a pound while U. S. P. is quoted at 85c@90c a pound.

**Oil Bergamot**—The bottom has dropped out of the strong element in the spot market here and prices have slumped to \$6.00 a pound for standard brands in copers. Cables name \$5.25 c. i. f. Demand is at a minimum. Bullish reports fortified by higher shipment quotations from Sicily recently failed to cause a ripple in American consuming markets. Some sellers here are asking \$6.25@6.50 for their bergamot on spot.

**Oil Bois de Rose**—Bois de rose femelle is easier owing to cheaper offers for shipment. Holders here in some instances have reduced their prices to \$8.50 a pound for spot goods while up to \$10.50 is heard. A large lot is being offered here under \$8.00 but is reported to be of questionable character.

**Oil Camphor**—Japanese white oil of camphor is lower at 30c a pound on spot. Demand, however, still remains very quiet. Safrol is off on the cheaper raw material available. By-product, heavy oil, is weak at 11c a pound for spot goods.

**Oil Caraway**—Although there is little or no demand to speak of, oil caraway is quoted at the same price, \$2.50 a pound for Dutch oil. The continued weakness of the seed and small inquiry for the oil, hold the latter in a depressed condition. Buying is so light that there is really not a market.

**Oil Cassia**—Prices are crumbling under cheaper goods pressing from the Orient. The drop in silver values is playing havoc with all Oriental products. For shipment, 90c a pound c. i. f. was reported, bringing the price almost on a level with the spot market which is held at \$1.10 a pound for technical oil. Lead free is easier at \$1.20@1.25 and U. S. P. \$1.50@1.60.

**Oil Cedar Leaf**—Oil of the leaf is finding little demand here and holders are reported to be shading prices to move goods. Openly quoted figures still name \$1.30 @1.35 a pound for spot oil.

**Oil Cedar Wood**—Some sellers report a lower price at 62½c a pound for oil of cedar wood in drums. One seller refuses to shade 70c and claims the cost and statistical condition of stocks warrant this price.

**Oil Citronella**—Large stocks of citronella are still pressing for sale here with consequent depressing effect on prices. Drums are now openly quoted at 39c a pound for Ceylon oil on spot which figure can be shaded according to reports. Java oil is available at \$1.00 a pound on spot and quoted close to half of this for shipment. Some sellers are asking \$1.10.

**Oil Cloves**—The general level of the market here is \$2.00 a pound for oil of cloves although it is possible to buy at \$1.95 and less on firm business in some quarters. Demand is continuing very small and with a cost of 18c for spring stocks of cloves, a materially lower level will likely be seen a few months hence.

**Oil Cubebs**—Owing to the general strength of the berries, the oil holds its position well. For U. S. P. material, \$8.00 a pound is still quoted without change.

**Oil Erigeron**—The price for spot erigeron is still \$4.00 a pound as far as reports are concerned. In line

with the weakness of spearmint and peppermint, however, shading appears logical.

**Oil Eucalyptus**—Held quite firmly but with demand light. London reports a strong market in spite of the general depression. Spot U. S. P. Australian oil is held at 60c in cases while American made oil can be bought here for 50c.

**Oil Fennel**—The position of fennel oil is easier at \$2.25@2.50 a pound.

**Oil Hemlock**—Distillations have been reported small and sellers are holding their prices firmly at \$1.05 a pound on spot.

**Oil Lavender**—Large lots of spike oil are pressing for sale and spot prices are lower at \$1.65@1.70 a pound. U. S. P. lavender flowers is easy here at \$7.50 up to \$9.00 a pound as to seller. Reports say Grasse is naming about 225 francs a kilo.

**Oil Lemon**—Further weakness shows in oil of lemon. Demand has dwindled to very small proportions and the lowered prices have not induced any increase in purchases by consumers. Spot oil of standard brands is openly named at 95c a pound and reported shaded to 90c. Up to \$1.05 has been named here. Sicilian cables are reported to quote 85c c. i. f.

**Oil Lemongrass**—Spot oil of lemongrass is in very light request. The price is easier at \$2.35 a pound. Shipment material should be close by this market at the present time.

**Oil Limes**—A quotation on 1,200 pounds of expressed oil elicited a bottom figure of \$4.00. Small lots could be done at \$3.75 readily but a larger inquiry stiffened the price. Distilled oil is named at \$1.05.

**Oil Linaloe**—This item is weak and pressing for sale at \$5.50 a pound on spot.

**Oil Orange**—The recent upheaval in prices has apparently not been very well sustained. Demand showed no variation from small proportions as a result of the advance. Spot prices have slid backward to the level of sellers who did not make the advance. Spot goods are held at \$3.75@4.00 a pound for Sicilian while West Indian is \$2.75@3.00.

**Oil Peppermint**—A rather unexpected slump in the spot price of peppermint oil occurred this week. Some dealers here are offering down to \$5.00 for spot natural oil while \$5.50 has been heard for U. S. P. The most generally quoted figure for natural is \$5.25 but is reported readily subject to shading. With prices looking like bottom and the producers getting \$4.50, the drop to \$5.00 on spot was not expected.

**Oil Petit Grain**—New goods pressing for sale and finding few buyers are driving prices downward. Spot figures now name \$4.65 a pound for South American oil with French held around \$9.00 or so.

**Oil Rosemary**—Spanish rosemary is cheaper here at 75c a pound up to 85c as to seller. Demand is light and the oil generally weak.

**Oil Spearmint**—Although the country moved from \$6.10 up to \$6.20 for shipment, the spot position of the oil weakened and \$6.50 was openly quoted on any quantity here.

**Oil Wintergreen**—Larger offers of sweet birch and willingness of shippers to concede lower prices, have weakened prices here and \$5.10 is openly named. Reports of sales at \$5.00 were heard. Gaultheria is also cheaper with spot sellers here naming down to \$7.50 a pound. Best for methyl salicylate appears to be 65c a pound.

**Oil Wormseed**—Sharply lower quotations from the

country have induced cuts in the spot prices by some holders who are in a position to take advantage of the cheaper offers. Spot goods can now be had at \$3.50 a pound with small lots up to \$3.75. Easiness is evident at these figures. The country is reported to be now quoting \$3.25 delivered.

#### AROMA CLUB TO AID PROHIBITION AGENT

Charles R. O'Connor, Federal prohibition agent, told the members of the Aroma Club, at the Hotel McAlpin, last week, that unless something was done radically to correct the present situation as respects the number of illegitimate permit holders, the manufacturers would find themselves out of business. He said more than 3,000 permits were issued this year to persons and firms to engage in the manufacture of essential oils, barber supplies and perfumeries, whereas prior to prohibition there were possibly 125 legitimate concerns engaged in the business. He explained that many of these permits were obtained through fraud, perjury and deceit.

Members of the club said after the luncheon that Mr. O'Connor would have the co-operation of the club in weeding out the illegitimate manufacturer.

#### ESSENTIAL OIL MAKERS TO ORGANIZE

Manufacturers of essential oils and aromatic chemicals met informally on Monday evening, Dec. 13, to discuss plans for forming an association to further their industrial and commercial interests. A committee of which Burton T. Bush, of the Antoine Chiris Co., is chairman, and Warren Burns, of Morana, Inc., is secretary, was appointed to carry out the details of organization.

F. W. Heine, of the Compagnie Duval, New York, has returned from an extended trip through France and Germany, where he secured the sales agencies for the United States for Schmoller & Bomgard, Grasse, France, and for Franz Fritzsche & Co., Hamburg, Germany.

Magnus, Mabee & Reynard, New York, have resumed issuing their descriptive price list of essential oils, perfumers' materials and allied products in booklet form. The list in its present form has not been issued since pre-war days at which time it came out monthly.

George Lueders & Co. have moved to their new building at 427-429 Washington street, corner of Vestry. The new building is eight stories, fireproof, and contains a greater area than the four buildings they formerly occupied.

Ernest C. Morse, director of sales, War Department, Washington, has been awarded a Distinguished Service Medal. Mr. Morse superintended the sale of \$1,750,000,000 worth of supplies during his term of office. He retires on Dec. 31.

Dr. Gustave C. Droberg, who was connected with Charles Pfizer & Co. for 25 years, died last week in Brooklyn. He was born in Coblenz, Germany, in 1861.

Frederick Speth is dead at Antwerp, Belgium, at the age of 70 years. He was interested in the Antwerp Naval Stores Co., Savannah, Ga.

William Cross of J. L. Hopkins & Co., drug merchants, has returned from a business trip abroad.

Merck & Co. have declared a quarterly dividend of \$2 per share on the preferred stock.

Peters, White & Co., Inc., have moved to the nineteenth floor of 110 William street.

## The Foreign Markets

Imports of Drugs, Chemicals, Dyestuffs, etc., Page 1310

### LINSEED OIL LOWER IN LONDON

Prices Decline on Castor Oil, Foenugreek Seed, Nutgalls, Hexamine, Shellac and Star Anise Oil—Olive Oil, Potassium Bichromate and Glycerin Firmer

(Special Cable to DRUG AND CHEMICAL MARKETS)

London, Dec. 15.—There has been little change in the conditions governing the fine chemical and crude drug markets. The market is slightly firmer for olive oil, potassium bichromate, pyramidon, and glycerin.

Quotations are easier on balsam tolu, camphor, cubebbs, myrrh, orris root, and oxalic acid.

Lower prices are named for castor oil, foenugreek seed, nutgalls, hexamine, linseed oil, paraldehyde, shellac, and star anise oil.

London, Dec. 4 (By Mail).—Since the Drug Auctions some parcels have changed hands privately, but the prices have not been reported. Business generally can only be described as extremely slow, and values continue to rule in buyers' favor. Imports of drugs and fine chemicals have been much curtailed of late, and stocks are being slowly absorbed.

It is more than probable that after this continued period of depression, any revival of trade would bring about a sharp reaction in many products which have already in some cases reached cost price of production, if not even a lower basis. It is not surprising, therefore, that leading chemical manufacturers of the "heavies" look forward with a certain amount of confidence.

Antimony.—The price of English regulus has been reduced by fully £10 per ton, good ordinary brands being quoted at £42, and the very finest at £43 10s per ton.

Bromides.—Since our last report a considerable improvement has taken place in these salts owing to higher exchange from Germany. Potassium now being 1s 3d per lb., which is, however, still below the parity of the U. S. reduced rates.

Camphor refined continues dull, at 5s 6d per lb. for Japanese slabs.

Clove oil is easier, English distillers now offering at 12s 3d per lb.

Cocaine is slightly easier, pure crystals being now offered at 20s per oz.

Cream of tartar is again lower, B. P. quality being worth nominally 200s to 210s per cwt.

Foenugreek seed is easier, at 12s to 12s 6d per cwt for fair Morocco, according to quantity.

Formaldehyde has again fallen, and is in good supply at from £170 per ton upward.

Gallic acid is cheaper, pure crystals being offered at 6s 3d per lb. in 1 cwt. lots.

Cocaine is lower, hydrochloride offering at from 16s 6d to 17s per oz.

Ipecacuanha remains on the easy side, at 12s 6d to 13s per lb. for good Matto Grosso, 11s 6d for Minas, and 10s 6d for East Indian.

Isinglass.—At a sale on Tuesday last nearly 600 packages were offered, but demand was very small, and prices ranged from 1s to 4s per lb. lower than previously.

Linseed oil has had a complete break in price. London now quotes £46 per ton net, naked, and Hull £43 10s naked.

### FOREIGN EXCHANGE

|                                     | Par     | Current |
|-------------------------------------|---------|---------|
| Great Britain (pound sterling)..... | \$4.866 | \$3.45  |
| France (franc).....                 | 193     | .058    |
| Italy (lira).....                   | 193     | .035    |
| Germany (mark).....                 | 238     | .013    |
| Japan (yen).....                    | 499     | .504    |
| Spain (peseta).....                 | 193     | .129    |
| Holland (guilder).....              | 402     | .304    |
| Belgium (franc).....                | 198     | .061    |
| Switzerland (franc).....            | 198     | .154    |
| Norway (crown).....                 | 268     | .144    |
| Sweden (crown).....                 | 263     | .193    |
| Denmark (crown).....                | 263     | .146    |
| Argentina (peso).....               | 424     | .356    |
| Brazil (milreis).....               | 379     | .158    |
| China (Silver dollar—Hongkong)..... | 789     | .545    |
| (Tael—Shanghai, silver).....        | 1,082   | .720    |
| (Tael—Peking, silver).....          | 1,156   | .785    |
| Russia (ruble).....                 | 515     | .006    |

Mustard seed is lower, good English yellow now offering at 30s per cwt.

Pepper is again lower, fair black Singapore on spot being 5d per lb., and white Singapore is now 11½d per pound.

Star anise oil has been sold at the reduced price of 3s 6d per lb. for "Red Ship" brand on spot.

Sulphonal is cheaper, having been selling at 25s per lb. and below.

### DYE EXPORTS DURING OCTOBER

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 15.—Exports of dyestuffs during October, according to the Bureau of Foreign and Domestic Commerce, were valued at more than \$2,300,000. The principal countries purchasing American dyes and the amounts follow:

| Countries                 | Aniline Dyes<br>Dollars | Logwood<br>Extract<br>Dollars | All Others<br>Dollars |
|---------------------------|-------------------------|-------------------------------|-----------------------|
| Belgium.....              | 25,116                  | .....                         | .....                 |
| Denmark.....              | 10,298                  | .....                         | .....                 |
| France.....               | 210,934                 | 15,263                        | 2,250                 |
| Italy.....                | 88,932                  | 17,762                        | 14,292                |
| Netherlands.....          | 3,863                   | .....                         | .....                 |
| Norway.....               | 1,214                   | .....                         | .....                 |
| Spain.....                | 51,173                  | 854                           | 8,176                 |
| Sweden.....               | 13,114                  | .....                         | .....                 |
| Switzerland.....          | 106,564                 | .....                         | 200                   |
| England.....              | 108,246                 | 35,620                        | 53,668                |
| Scotland.....             | 20,015                  | .....                         | 13,066                |
| Canada.....               | 126,910                 | 26,739                        | 88,079                |
| Mexico.....               | 37,179                  | 3,786                         | 9,720                 |
| Cuba.....                 | 1,693                   | .....                         | 11,800                |
| Argentina.....            | 82,118                  | 6,063                         | 30,531                |
| Brazil.....               | 119,883                 | 53                            | 25,963                |
| Chile.....                | 10,890                  | 118                           | 4,034                 |
| Colombia.....             | 3,717                   | 216                           | 2,681                 |
| Ecuador.....              | 6,904                   | .....                         | 15                    |
| Peru.....                 | 22,764                  | 968                           | 3,768                 |
| Uruguay.....              | 2,350                   | .....                         | .....                 |
| Venezuela.....            | 3,961                   | 181                           | 1,745                 |
| China.....                | 459,843                 | .....                         | 6,695                 |
| British India.....        | 224,866                 | 224                           | 11,957                |
| Hongkong.....             | 30,003                  | .....                         | 20,100                |
| Japan.....                | 80,710                  | .....                         | 2,759                 |
| Turkey in Asia.....       | 1,050                   | .....                         | .....                 |
| Australia.....            | 20,275                  | 8,088                         | 18,225                |
| New Zealand.....          | 1,966                   | .....                         | 4,382                 |
| Philippine Island.....    | 1,488                   | .....                         | 279                   |
| British South Africa..... | 3,616                   | .....                         | 932                   |
| French Africa.....        | 3,480                   | .....                         | .....                 |

Consul Leslie A. Davis, of Helsingfors, Finland, says Finnish textile manufacturers are at present very much dissatisfied with the way they are treated by the German dyestuff mills and say that American dyestuffs of good quality would find a good market in that country if they could be offered at reasonable prices.



**JAPAN DRUG PRICES FIRM***(Special Correspondence to DRUG & CHEMICAL MARKETS)*

Tokyo, Japan, Nov. 20.—The drug market is generally firm and prices are maintained, but consumers are still too timid to cover actively. Sandalwood oil is stronger on account of scarcity. Quinine is reported stronger. Quinine sulfate is quoted at 1.70 yen per ounce, while quinine hydrochloride is offered at 2.30 yen per ounce. Sandalwood oil is quoted at 1.75 yen per 25 grams.

Atropine, heroine and morphine are not much in demand. Iodine and potassium iodide are not very strong.

Santonin has picked up lately on fair export business. It is quoted at 320 yen per pound; this is a decline of 10 yen compared with two weeks ago.

Camphor is in slight demand at home; the price has been maintained as a result of foreign orders. But the export trade is on the wane. Camphor oil especially is in little demand abroad and no shipments are being made. Camphor slabs are quoted at 250 yen per 100 pounds, while red camphor oil is quoted at 33 yen per picul.

Menthol and peppermint oil are unusually dull. Menthol is offered at 15 yen per kin, while peppermint is quoted at 3.50 yen per kin.

**JAPAN'S DYE MARKET DULL***(Special Correspondence to DRUG & CHEMICAL MARKETS)*

Tokyo, Japan, Nov. 20.—The dye market is again dull and inactive, few large sales being reported. In various weaving districts some mills have resumed operating in anticipation of the year-end activity in the textile trade. In many cases only 60 per cent of the looms are being run; so the dye market has been only slightly benefitted by the revival.

Prices are irregular and often tend downward. Sulfur black is quoted at 500 yen per picul, but some holders are willing to part with it at 450 yen per picul. Sulfur blue is normally quoted at 8 yen per kin, but offers are made at 5 yen by weak holders. Sulfur yellow is also irregular, its price being between 450 yen and 500 yen per picul. Methyl violet is quoted at 5.50 yen per kin. Rhodamine BX is irregular, its price ranging between 35 yen and 40 yen per kin. Rhodamine B is quoted at 10 yen per kin.

Indigo is weak, the market being somewhat overstocked. Madras indigo 48 per cent is quoted at 8 yen per picul. Indigo pure is much lower than it was some time ago, being offered at 850 yen per barrel.

**DEMAND FOR GLYCERIN IN ARGENTINA**

The Argentine Republic imports yellow 28 degree glycerin for industrial uses and 30 degree C. P. glycerin in cans in quantities that average 110 tons in a normal year. The United States furnishes 90 per cent, although previous to 1915 Germany was first and Great Britain second in selling these commodities. Exports of crude glycerin average 500 tons yearly.

Glucose is one of the substances most in demand, and over 95 per cent of the importations, which average 2,100 tons yearly, are from the United States. Local production, though flourishing, is still on such a small basis that it is not as yet a serious competitor of foreign interests.

Barium sulphate (barytes) and blanc fixe are used very extensively in ink, rubber, and paint industries. The average yearly demand is approximately 1,500 metric tons. Up to 1915 the United States hardly figured as a source of supply, 80 to 90 per cent coming from Germany. In that year the United States furnished 80 per cent, sending an even larger proportion since.

**CHEMICAL PRICES IN GERMANY***(Special Correspondence to DRUG & CHEMICAL MARKETS)*

Berlin, Dec. 1.—The past two weeks have shown increased buying activity and the dependence of the tone of the market on the foreign exchange was once more demonstrated. While both Berlin and Hamburg as well as the South German markets reported a marked inactivity during the last week of October, a firmer tone now prevails as a result of the sharp upward tendency of the foreign exchange during the last fortnight. Although this tendency found no immediate reflection in prices—possibly due to large stocks on hand—the upward trend became more pronounced as the dollar approached the 90 mark quotation. Just now the fluctuations of the foreign exchange as well as the "speculation fever" are two features of the German market that stand out in bold relief. There is wild speculation in industrial shares, particularly of chemical concerns, as a result of which quotations are flying skywards. Though the press continues to warn the public, drawing attention to the inevitable reaction, little heed is being paid to its warning.

The upward trend of the foreign exchange brought about an increased demand for export stocks. Carbonate of ammonia was held at 6.75 marks per kilo while for export about 8.50 was asked. Prices for cyanide salts have followed an upward course lately, England and America having appeared upon the scene as buyers of large quantities. Inland prices for sodium cyanide averaged 23 marks. All markets report strong demands for Glauber's salts for export, Swedish buyers being particularly active. Stocks for inland consumption are quoted at 2.30 to 2.40 marks per kilo while 3.30 marks is named for export. Cryst. salts fetched 1 mark per kilo. Sodium nitrate, 98-100 per cent cryst., was also largely in demand for export. Potassium permanganate for inland consumption was obtainable at 54 marks per kilo, export prices ranging between 64 and 67 marks.

The following were quoted during the past week in the Hamburg market: Potassium bromide 25 marks per kilo; lithopone, 6 marks per kilo; chlorate of potash, 11 marks per kilo; yellow prussiate of potash, 37 marks per kilo; potassium permanganate, 56 marks per kilo; tartaric acid, 55 marks per kilo.

Magdeburg quoted the following during the past week: Acetic acid 98-100%, 1,050 marks per 100 kilos; nitric acid, crude, 36°, 335 marks per 100 kilos, 40°, 435 marks; hydrochloric acid, crude, 19-22°, 40 marks per 100 kilos; sulfuric acid, 70% 140 marks per 100 kilos; red prussiate of potash 4,900 marks per 100 kilos.

**GERMAN DRUG PRICES HIGHER***(Special Correspondence to DRUG & CHEMICAL MARKETS)*

Berlin, Dec. 1.—Prices for drugs have stiffened. Taraxacum root is coming in for a good deal of attention on the part of foreign buyers, 24 marks and more being asked per kilo. Stramonium is going abroad at 24 marks per kilo. Spemaceti, colchicum root and senega root are other drugs for which foreign firms exhibit a lively interest. As before, Hamburg commands the greatest interest as far as export in general is concerned though the Berlin market is making strong efforts to increase its volume of business.

Duesseldorf reports reticence on the part of inland consumers and increased demands for export goods, especially sulfate of copper and Glauber's salts. The growing importance of Duesseldorf as a market centre for fine chemicals has started a movement for the establishment of a chemical exchange and the local Chamber of Commerce has promised its support for such plans. Reports of the other South German markets exhibit no particular features.

# Prices Current of Fine and Heavy Chemicals, Drugs, Essential Oils, Dyestuffs and Oils

**NOTICE**—Prices quoted are spot New York, unless otherwise indicated, for goods in large quantities in original packages. A price range (two sets of figures, .16-.19) indicates prices for different quantities or that different manufacturers or importers quote different prices, all of which are included within the range.

All quotations are on the basis of avoirdupois pounds and ounces and American gallons. For the ready reference of exporters and foreign buyers, the following tables of equivalents are published:

## WEIGHTS AND MEASURES

|                                      |                                  |
|--------------------------------------|----------------------------------|
| 1 Imperial Gallon (Brit.)            | 1.20 Amer. Gallons               |
| 1 American Gallon                    | .833 Imperial Gallon             |
| 1 American Gallon                    | 3.79 liters                      |
| 1 Liter                              | 264 American Gallon              |
| 1 American Gallon (H <sub>2</sub> O) | weighs 8.35 pounds               |
| 1 Pound (Avoirdupois)                | weighs .454 kilogram             |
| 1 Kilogram                           | weighs 2.20 pounds (Avoirdupois) |

## Fine Chemicals

|   |       |         |
|---|-------|---------|
| Acetanilid, C.P., bbl. blk.               | .25   | — .40   |
| Acetphenetidin                            | .200  | — 2.20  |
| Adepa Lanac, See Lanolin                  |       |         |
| Albumen, Egg, edible                      | .80   | — .85   |
| Alcohol 100 proof, U.S.P.                 | 5.10  | — 5.15  |
| Cologne Spirit, 190 proof, gal.           | 5.25  | — 5.50  |
| Second Hands, U.S.P., gal.                | 5.40  | — 5.75  |
| For Export, U.S.P., gal.                  | .75   | — .80   |
| Wood ref., 95 p.c.                        | 1.90  | — 1.95  |
| 97 p.c.                                   | 1.95  | — 2.00  |
| Second Hands, 95-97 p.c., gal.            | 1.65  | — 1.70  |
| Pure                                      | 2.30  | — 2.35  |
| Denatured, 180 proof, gal.                | .82   | — .84   |
| 158 proof                                 | .86   | — .88   |
| Second Hands                              | .75   | — .80   |
| Aloin, U. S. P., powd.                    | .80   | — 1.00  |
| Amidopyrine                               | 8.50  | — 10.00 |
| Ammonium, Acetate, cryst.                 | .65   | — .70   |
| Benzoate, cryst., U.S.P.                  | .40   | — .40   |
| Bichromate, C. P.                         | .95   | — 1.00  |
| Bromide, gran., bulk.                     | .50   | — .50   |
| Carb. Dom. U.S.P. kegs, powd.             | .16   | — .17   |
| Chloride, U.S.P.                          | .25   | — .26   |
| Hypophosphite                             | 1.85  | — 1.90  |
| Ichthyolate (as to brand)                 | 1.50  | — 1.70  |
| Iodide                                    | .40   | — .40   |
| Oxalate, Pure                             | .70   | — .75   |
| Persulfate                                | .95   | — 1.00  |
| Phosphate (Dibasic)                       | .60   | — .60   |
| Salicylate, U.S.P.                        | .90   | — .95   |
| Amyl Acetate, bulk, drums, gal.           | 3.75  | — 4.00  |
| Antimony Chlor. (Sol. butter of Antimony) | .16   | — .17   |
| Needle powder                             | .07   | — .08   |
| Antipyrine, bulk                          | 2.50  | — 2.75  |
| Apomorphine Hydrochloride                 | .20   | — .25   |
| Arecoline Hydrobromide                    | 27.00 | — 27.50 |
| Argols, red                               | .07   | — .08   |
| Arsenic red, See Heavy Chemicals          |       |         |
| White, See Heavy Chemicals                |       |         |
| Arsenous Iodide, U.S.P.                   | .40   | — 4.85  |
| Aspirin                                   | .70   | — .75   |
| Atropine, Alk. U.S.P., 1-oz. v.           | 18.00 | — 19.50 |
| Sulfate, U.S.P., 1-oz. v.                 | 10.00 | — 12.00 |
| Barbital                                  | .175  | — .175  |
| Barium Carb. prec., pure                  | .38   | — .39   |
| Dioxide                                   | .22   | — .22   |
| Iodide                                    | .515  | — .515  |
| Nitrate                                   | .18   | — .185  |
| Bay Rum                                   | .340  | — .340  |
| Denatured Salicy. Acid, gal.              | .340  | — .340  |
| Denatured, Quinine                        | .375  | — .375  |
| Benzaldehyde (See Aromatic Chemicals)     |       |         |
| Benzonaphthol                             | 4.25  | — 4.50  |

|  |      |               |
|--|------|---------------|
| Berberine Hdcbl.   | .fb. | — 34.00       |
| Acid Sulfate   | .fb. | — 31.00       |
| Neutral sulfate  | .fb. | — 35.00       |
| Bismuth Metallic   | .fb. | 2.25 — 2.50   |
| Ammon. Citrate, U.S.P.                                       | .fb. | 5.45          |
| Citrate, U.S.P.  | .fb. | 2.85          |
| Oxchloride   | .fb. | 3.05          |
| Salicylate   | .fb. | 2.20          |
| Subbenzoate, U.S.P.  | .fb. | 8.50          |
| Subcarbonate, U.S.P.   | .fb. | 2.55          |
| For X-ray Diagnosis  | .fb. | 3.40          |
| Subgallate   | .fb. | 2.60          |
| Subiodide  | .fb. | 4.60          |
| Subnitrate   | .fb. | 2.60          |
| Subsalicylate  | .fb. | 2.75          |
| Tannate  | .fb. | 2.75          |
| Borax, in bbls., crystals                                    | .fb. | .08 1/2 — .09 |
| Crystals, U.S.P., Kegs.                                      | .fb. | .08 1/2 — .09 |
| Bromides, See Potass. Brom., etc.                            |      |               |
| Bromine, purified  | .fb. | — 53          |
| Bromoforn  | .fb. | — 3.00        |
| Cadmium Bromide, crystals                                    | .fb. | 1.32 — 1.35   |
| Iodide   | .fb. | — 4.30        |
| Metal sticks   | .fb. | 1.40 — 1.45   |
| Caffeine alkaloid, bulk.                                     | .fb. | 6.75 — 7.00   |
| Second Hands   | .fb. | 6.75 — 7.00   |
| Hydrobromide   | .fb. | 6.75 — 7.00   |
| Citrate, U.S.P.  | .fb. | 5.20 — 5.25   |
| Phosphate  | .fb. | 9.50 — 10.00  |
| Calcium Glycerophosphate                                     | .fb. | 1.70 — 1.75   |
| Hypophosphites   | .fb. | .90 — .92     |
| Iodide   | .fb. | 4.00          |
| Phosphate, Precip.   | .fb. | .18 — .19     |
| Sulfocarbonate   | .fb. | .70 — .75     |
| Camphor, Am. ref'd bbls. blk.                                | .fb. | — 1.10        |
| 16's in 1-lb. carton   | .fb. | — 1.15        |
| 24's in 1-lb. carton   | .fb. | — 1.17 1/2    |
| 32's in 1-lb. carton   | .fb. | — 1.19        |
| Japan refined, 2 1/2 lb. slabs                               | .fb. | .90 — .95     |
| Crude, Chinese   | .fb. | .60 — .65     |
| Monobromated, bulk   | .fb. | 2.50 — 2.75   |
| Carmel   | .fb. | .95 — 1.00    |
| Carmine, No. 40  | .fb. | 5.70 — 5.80   |
| Casein, C.P.   | .fb. | — .35         |
| Technical  | .fb. | .15 — .16     |
| Castor Oil, AA bbls.   | .fb. | .12 — 12 1/2  |
| Cerium Oxalate   | .fb. | .65 — .75     |
| Chalk, Precip., light  | .fb. | .04 1/2 — .05 |
| Heavy  | .fb. | .04 — 04 1/2  |
| Drop   | .fb. | .02 1/2 — .03 |
| Charcoal, Willow, Powd.                                      | .fb. | .06 — .07     |
| Chloral Hydrate, U.S.P., crystals, 25 lb. jars, 100 lb. lots | .fb. | — 1.01        |
| Chloroform, U.S.P.   | .fb. | .40 — .43     |
| Cinchonidin, Alk., crystals                                  | .fb. | — 1.13        |
| Sulfate  | .fb. | .65 — .75     |
| Cinchonine, Alk., crystals                                   | .fb. | — .74         |
| Sulfate  | .fb. | — .45         |
| Cocaine, Hydrochl., Cryst.                                   | .fb. | — 10.50       |
| Gran., Powd.   | .fb. | — 10.75       |
| Cocoa Butter, bulk   | .fb. | .26 1/2 — .27 |
| Fingers, cases   | .fb. | .38 1/2 — .40 |
| Codeine, Alk., 10 oz. bulk                                   | .fb. | — 9.40        |
| Hydrobromide   | .fb. | — 7.50        |
| Nitrate  | .fb. | — 8.45        |
| Phosphate  | .fb. | — 7.05        |
| Sulfate  | .fb. | — 7.50        |
| Cod Liver Oil, Newf'd.                                       | bbl. | 40.00 — 43.00 |
| Norwegian  | bbl. | 40.00 — 45.00 |
| Colodion, U.S.P.   | .fb. | .30 — .31     |
| Corn Syrup   | .fb. | .03 1/2 — .04 |
| Corrosive Sublimate, see Mercury                             |      |               |
| Coumarin, refined, see Aromatic Chemicals                    |      |               |
| Cream of Tartar, cryst. U.S.P.                               | .fb. | .38 — .46     |
| Powdered, 90 p.c.  | .fb. | .38 — .46     |
| Creosote, U.S.P.   | .fb. | .60 — .65     |
| Carbonate  | .fb. | 3.00 — 3.25   |
| Cresol, U.S.P.   | .fb. | .18 — .21     |
| Dionin, See Morph. Ethyl Hydrochl.                           |      |               |
| Dover's Powder, U.S.P.                                       | .fb. | — 2.25        |
| Emetine, Alk., 15 gr. vials                                  | .fb. | — 2.00        |
| Hydrochloride, U.S.P.  | .fb. | — 30.00       |
| 15 gr. vials   | .fb. | — 1.35        |
| Epsom Salt, see Mag. Sulfate                                 |      |               |
| Eserine Sulfate  | .fb. | 41.00 — 42.50 |
| Ether, U.S.P., Conc. bulk                                    | .fb. | — .23         |
| Washed, bulk   | .fb. | — .39         |
| Nitrous, conc.   | .fb. | — 1.10        |
| U.S.P., 1880, bulk   | .fb. | — .46         |
| Anaesthesia, bulk  | .fb. | — .27         |
| Ethyl Acetate, pure  | .fb. | .105 — 1.20   |
| Iodide   | .fb. | — 5.20        |
| Ethyl Methyl Ketone  | .fb. | .22 1/2 — .23 |
| Eucalyptol, U.S.P., See Aromatic Chemicals                   |      |               |
| Formaldehyde   | .fb. | — .27         |
| Second Hands   | .fb. | .19 — .20     |
| Gelatin, silver  | .fb. | — 1.50        |
| *Nominal   |      |               |

|   |             |                  |
|---|-------------|------------------|
| Glycerin                                  |             |                  |
| C. P. drums, bbls. extra                  | .fb.        | .20 — .21        |
| Cans                                      | .fb.        | .22 — .23        |
| Dynamite, drums incl.                     | .fb.        | .16 — .16 1/2    |
| Saponification, loose                     | .fb.        | .10 — .10 1/2    |
| Soap Lye, loose                           | .fb.        | .09 1/2 — .10    |
| Guaiaacal, liquid                         | .fb.        | 5.50 — 5.75      |
| Carbonate                                 | .fb.        | 6.00 — 6.50      |
| Haarlem Oil, dom.                         | gross       | — 3.25           |
| Imported                                  | gross       | — 5.50           |
| Hexamethylenetetramine                    | .fb.        | 1.25 — 1.62      |
| Hydrastine, Alkaloid                      | oz.         | — 26.50          |
| Hydrochloride                             | oz.         | — 26.50          |
| Sulfate                                   | oz.         | — 26.50          |
| Hydrogen Peroxide, U.S.P.                 | 10 gr. lots |                  |
| 4-oz. bottles                             | gross       | 9.25 — 9.50      |
| 8-oz. bottles                             | gross       | 14.25 — 14.50    |
| 12-oz. bottles                            | gross       | 19.50 — 19.75    |
| Hydroquinone, bulk                        | .fb.        | 1.90 — 2.00      |
| Hyosine Hydrobromide                      | oz.         | 50.00 — 60.00    |
| Hyoscyamine Alkaloid                      | oz.         | 30.00 — 35.00    |
| Sulfate                                   | oz.         | 30.00 — 35.00    |
| Iodides, See Potass. Iodide, etc.         |             |                  |
| Iodine, Resublimed                        | .fb.        | — 4.00           |
| Tincture, U.S.P., bbls.                   | gal.        | 4.75 — 5.00      |
| Iodoform, Powdered, bulk                  | .fb.        | — 6.00           |
| Crystals                                  | .fb.        | — 6.00           |
| Iron Citrate, U.S.P. VIII.                | .fb.        | — 1.04           |
| And Ammon. Citrate, U.S.P.                | .fb.        | — .89            |
| Green scales, U.S.P.                      | .fb.        | — 1.15           |
| Chloride, cryst. (ferric)                 | .fb.        | .12 — .13        |
| Iodide                                    | .fb.        | — 3.75           |
| Syrup, U.S.P., 1900                       | .fb.        | — .30            |
| Phosphate, U.S.P.                         | .fb.        | — .92            |
| Pyrophosphate, U.S.P.                     | .fb.        | — .97            |
| Metallic, Reduced                         | .fb.        | — 1.10           |
| Lanolin, hydrous, cans U.S.P.             | .fb.        | .13 — .14        |
| Hydrous, cans                             | .fb.        | .13 — .20        |
| Lead Iodide, U.S.P. VIII.                 | .fb.        | — 3.05           |
| Licorice, U.S.P., Mass.                   | .fb.        | — .30            |
| Powdered                                  | .fb.        | .65 — .67        |
| Sticks                                    | .fb.        | .50 — .52        |
| Comp. Powder                              | .fb.        | .21 — .24        |
| Lithium Carbonate                         | .fb.        | — 1.50           |
| Citrate                                   | .fb.        | — 2.50           |
| Lycopodium                                | .fb.        | — 4.00           |
| Magnesium Carb. U.S.P. bbls.              | .fb.        | .16 — .18        |
| Technical, bbls.                          | .fb.        | .12 1/2 — 12 3/4 |
| Blocks, cases, 1, 2, 4 oz.                | .fb.        | .22 — .24        |
| Glycerophosphate                          | .fb.        | — 3.30           |
| Hypophosphite                             | .fb.        | 1.65 — 1.70      |
| Peroxide                                  | .fb.        | .60 — .65        |
| Salicylate                                | .fb.        | — 2.15           |
| Sulfate-Eps. Salt, Tech. 100 lbs.         | .fb.        | 1.75 — 2.00      |
| U.S.P. 100 lbs.                           | .fb.        | 2.75 — 3.00      |
| Manganese Glycerophos.                    | .fb.        | 3.00 — 3.10      |
| Hypophosphite, U.S.P., VIII.              | .fb.        | 2.00 — 2.10      |
| Iodide                                    | .fb.        | 4.65 — 6.00      |
| Sulfate, crystals                         | .fb.        | .20 — .22        |
| Menthol, Japanese                         | .fb.        | 4.00 — 4.25      |
| Mercury, flasks, 75 lb.                   | ea.         | 45.00 — 50.00    |
| Bisulfate                                 | .fb.        | — .68            |
| Blue Mass                                 | .fb.        | — .59            |
| Powdered                                  | .fb.        | — .61            |
| Blue Ointment, 80 p.c.                    | .fb.        | — .59            |
| 50 p.c.                                   | .fb.        | — .77            |
| Citrine Ointment                          | .fb.        | — .49            |
| Calomel, Amer.                            | .fb.        | — 1.10           |
| Corrosive Sublimate, cryst.               | .fb.        | — 1.05           |
| Powdered Granular                         | .fb.        | — 1.00           |
| Iodide, Green                             | .fb.        | — 3.15           |
| Red                                       | .fb.        | — 3.25           |
| Yellow                                    | .fb.        | — 3.15           |
| Res. Precipitate                          | .fb.        | — 1.19           |
| Powdered                                  | .fb.        | — 1.29           |
| White Precipitate                         | .fb.        | — 1.39           |
| Powdered                                  | .fb.        | — 1.44           |
| With chalk                                | .fb.        | — .59            |
| Methyl salicylate, see Aromatic Chemicals |             |                  |
| Methylene Blue, medicinal                 | .fb.        | 6.00 — 6.50      |
| Milk, powdered                            | .fb.        | .15 — .16        |
| Mineral Oil, white                        | gal.        | 1.00 — 2.00      |
| Morphine, Acet., 25 oz. in 5s. oz.        | .fb.        | — 5.90           |
| Hydrobromide, 25-oz. in 5s. oz.           | .fb.        | — 5.90           |
| Hydrochloride, 25-oz. in 5s. oz.          | .fb.        | — 5.90           |
| Sulfate, 25-oz. in 5s. oz.                | .fb.        | — 9.90           |
| Diacetyl, Alk., 10 oz. in 5s. oz.         | .fb.        | — 8.90           |
| Ethyl Hydcl. 100 oz. in 5s. oz.           | .fb.        | — 10.45          |
| Oplum, cases, U.S.P.                      | .fb.        | — 7.50           |
| Granular                                  | .fb.        | — 8.50           |
| Powdered, U.S.P.                          | .fb.        | — 8.50           |
| Oxgall, pure U.S.P.                       | .fb.        | 1.50 — 1.55      |
| Paracetin                                 | .fb.        | 4.25 — 4.50      |
| Papain                                    | .fb.        | — 3.50           |
| Paraffin White Oil, U.S.P.                | gal.        | 3.10 — 3.60      |
| Parafomaldehyde                           | .fb.        | — 1.02           |
| Pepsin Powd., U.S.P.                      | .fb.        | 3.50 — 4.00      |

# CHARLES COOPER & COMPANY

*Manufacturing Chemists and Importers*

Established 1857

194 Worth Street, New York City

Works at Newark, N. J.

WE OFFER TO THE RUBBER TRADE

Antimony Crimson

Antimony Golden Sulphurated

Barium Sulphate

Benzole

Carbon Bisulphide

Carbon Tetrachloride

Caustic Soda

Chrome Oxide Green

Flour Sulphur

Iron Oxide Red

Neutral Salts for Rubber Reclaiming

Zinc Oxide, etc.

**EFCO**

Sodium Cacodylate  
Sodium Methylarsinate  
Iron Cacodylate  
Mercury Cacodylate

Diethyl Barbituric Acid  
Sulphonmethane  
Sulphonethylmethane  
Resorcinol

Let us figure on your requirements

Write for our  
Chemical Price List

**E. FOUGERA & CO., Inc.**  
90-92 Beekman St. New York City

Specify

**P-W-R**

**MAGNESIUM OXIDE**

**HEAVY  
U.S.P.**

A pure white calcined product

**Powers-Weightman-Rosengarten Co.**

*Manufacturing Chemists*

New York PHILADELPHIA St. Louis

**NYQ**

Iodine  
Preparations

*The New York Quinine  
and Chemical Works, Inc.*

*Manufacturers of*  
**STANDARD MEDICINAL CHEMICALS**

135 William St., New York

**NYQ**

Iodine  
Preparations



## Fine Chemicals, Acids, and Crude Drugs

|                                     |      |       |      |                                      |          |       |   |       |                                     |         |       |   |       |
|-------------------------------------|------|-------|------|--------------------------------------|----------|-------|---|-------|-------------------------------------|---------|-------|---|-------|
| Petrolatum, light amber bbls. lb.   | .09  | —     | .09% | Spartein Sulfate                     | oz.      | 2.00  | — | 2.50  | Agaric, white                       | lb.     | .90   | — | 1.60  |
| Cream White                         | .11  | —     | .11% | Strontium Brom. Cryst., blk. lb.     | lb.      | —     | — | .50   | Almonds, bitter                     | lb.     | .33   | — | .35   |
| Lily White                          | .18  | —     | .18  | Carbonate, pure                      | lb.      | .40   | — | .41   | Sweet                               | lb.     | .38   | — | .40   |
| Snow White                          | .20  | —     | .22  | Iodide, bulk                         | lb.      | —     | — | .80   | Meal                                | lb.     | .38   | — | .40   |
| Phenolphthalein                     | lb.  | 1.80  | —    | Nitrate, Kegs                        | lb.      | .10   | — | .20   | Ambergris, black                    | oz.     | —     | — | .35   |
| Phosphorus, yellow                  | oz.  | .35   | —    | Salicylate, U.S.P.                   | lb.      | .80   | — | .85   | Grey                                | oz.     | —     | — | 10.00 |
| Filicarpine                         | oz.  | —     | —    | Strychnine Alkld., cryst.            | oz.      | 1.85  | — | 1.95  | Areca Nuts                          | lb.     | .17   | — | .20   |
| Piperazine Hydrate                  | lb.  | —     | —    | Acetate                              | oz.      | —     | — | 1.95  | Powdered                            | lb.     | .20   | — | .20   |
| Podophyllin                         | lb.  | —     | —    | Hypophosphite                        | oz.      | —     | — | 2.15  | Balm of Gilead, Buds.               | lb.     | —     | — | .22   |
| Potassium acetate                   | lb.  | 9.00  | —    | Hydrochloride                        | oz.      | —     | — | 1.85  | Burgundy Pitch, Dom.                | lb.     | .06%  | — | .07   |
| Bicarbonate, U.S.P.                 | lb.  | .75   | —    | Sulfate, crystals, bulk              | oz.      | —     | — | 1.95  | Cantharides, Chinese                | lb.     | .80   | — | .85   |
| Bisulfate                           | lb.  | .25   | —    | Sugar of Milk, Powder                | lb.      | .34   | — | .35   | Powdered                            | lb.     | 1.35  | — | 1.40  |
| Bromate                             | lb.  | .45   | —    | Cartons, 1 lb.                       | lb.      | —     | — | .25   | Russian, whole                      | lb.     | —     | — | 2.50  |
| Bromide Crystals, bulk              | lb.  | 1.00  | —    | Sulfonal, 100-oz. lots               | oz.      | —     | — | .33   | Powdered                            | lb.     | —     | — | 2.75  |
| Granulated                          | lb.  | —     | —    | Sulfonethymethane, U.S.P.            | lb.      | 9.25  | — | 9.50  | Castoreum                           | lb.     | —     | — | 5.00  |
| Second Hands                        | lb.  | —     | —    | Sulfonmethane, U.S.P.                | lb.      | 7.50  | — | 7.75  | Charcoal Willow, powdered           | lb.     | .07   | — | .08   |
| Carbonate, U.S.P.                   | lb.  | .50   | —    | Sulfur, roll, bbls.                  | 100 lbs. | 3.45  | — | 3.90  | Wood, powdered                      | lb.     | .04   | — | .05   |
| Caustic, U.S.P. (by alcohol)        | lb.  | —     | —    | Flowers, 100 p.c. pure               | 100 lbs. | 3.60  | — | 4.25  | Civet                               | oz.     | 2.75  | — | 3.00  |
| Chlorate                            | lb.  | .11   | —    | Flour, 100 p.c. pure                 | 100 lbs. | 3.80  | — | 4.35  | Colocynth, Apples                   | lb.     | .40   | — | .42   |
| Chromate, cryst. yellow,            | lb.  | —     | —    | Precip., U.S.P.                      | lb.      | —     | — | .25   | Pulp, U.S.P.                        | lb.     | .34   | — | .36   |
| tech. 1-lb. c. & 10.                | lb.  | —     | —    | Tartar Emetic, tech.                 | lb.      | .47   | — | .47%  | Cuttlefish Bone Trieste             | lb.     | .29   | — | .30   |
| Citrate, bulk, U.S.P.               | lb.  | —     | —    | U.S.P.                               | lb.      | .57%  | — | .58   | Jewelers, large                     | lb.     | 1.05  | — | 1.10  |
| Glycerophosphate, 75%               | oz.  | —     | —    | Talcum, Amer.                        | lb.      | .02   | — | .02%  | Small                               | lb.     | 1.05  | — | 1.10  |
| Guaiaacil Sulfonate                 | lb.  | 6.00  | —    | Purified                             | lb.      | .05   | — | .05   | Dragon's Blood, Mass.               | lb.     | .29   | — | .30   |
| Hypophosphite, bulk                 | lb.  | 1.75  | —    | Terpin Hydrate                       | lb.      | .90   | — | .93   | Reeds                               | lb.     | 1.35  | — | 1.50  |
| Iodide, bulk                        | lb.  | 2.80  | —    | Theobromine Alkaloid                 | lb.      | 7.70  | — | 8.00  | Errot, Russian                      | lb.     | —     | — | 1.50  |
| Lactophosphate                      | oz.  | .35   | —    | Thymol, crystals, U.S.P.             | lb.      | 10.00 | — | 10.50 | Spanish                             | lb.     | —     | — | 1.50  |
| Permanganate, U.S.P.                | lb.  | 1.45  | —    | Iodide, U.S.P., see Heavy Chemicals  | lb.      | —     | — | 14.00 | Grains of Paradise                  | lb.     | —     | — | .23   |
| Salicylate                          | lb.  | 1.11  | —    | Tin, bichloride, see Heavy Chemicals | lb.      | —     | — | .60   | Guarana                             | lb.     | .80   | — | .85   |
| Tartrate, powdered                  | lb.  | 1.25  | —    | Toluene, See Coal Tar Crudes         | lb.      | —     | — | 1.25  | Honey Calif.                        | lb.     | .16   | — | .17   |
| Procaline, oz. bottles              | 7.00 | —     | 7.25 | Tribromophenol                       | lb.      | —     | — | .67   | Hops, N. Y., prime                  | lb.     | .30   | — | .48   |
| 8 gr. bottles                       | 1.50 | —     | 1.60 | Vanillin, see Aromatic Chemicals     | lb.      | —     | — | .67   | Pacific Coast, prime                | lb.     | .30   | — | .48   |
| Pumice Stone                        | lb.  | .02%  | —    | Witch Hazel, Ext., dble dist.        | gal.     | 1.25  | — | 1.30  | Isinglass, American (see Agar Agar) | lb.     | 9.00  | — | 10.00 |
| Pyramidon, See Amidopyrine          | gal. | 2.75  | —    | Zinc Carbonate                       | gal.     | 1.25  | — | 1.30  | Russian                             | lb.     | —     | — | 8.00  |
| Quinckeliver, See Mercury           | gal. | 2.75  | —    | Chloride, U.S.P.                     | lb.      | .45   | — | .50   | Kamala                              | lb.     | .09   | — | .10   |
| Quinine Sulf., 100-oz. tins.        | oz.  | —     | —    | Iodide, bulk                         | lb.      | —     | — | .85   | Kola Nuts, West Indies              | lb.     | —     | — | .10   |
| 1-oz. tins                          | oz.  | —     | —    | Oxide, U.S.P., bbls.                 | lb.      | .15   | — | .16   | Leeches                             | lb.     | —     | — | .00   |
| Second Hands, Java                  | oz.  | —     | —    | Stearate                             | lb.      | .32   | — | .38   | Lupulin                             | lb.     | —     | — | 1.50  |
| Second Hands, Jap.                  | oz.  | .47   | —    |                                      |          |       |   |       | Lycopodium                          | lb.     | —     | — | 4.00  |
| Second Hands, Amer.                 | oz.  | —     | —    |                                      |          |       |   |       | Manna, large flake                  | lb.     | .85   | — | .90   |
| Blusulfate, 100-oz. tins.           | oz.  | —     | —    |                                      |          |       |   |       | Small flake                         | lb.     | .52   | — | .53   |
| Alkaloid                            | oz.  | —     | —    |                                      |          |       |   |       | Moss, Iceland                       | lb.     | .17   | — | .18   |
| Acetate                             | oz.  | —     | —    |                                      |          |       |   |       | Irish, Bleached                     | lb.     | .11   | — | .12   |
| Benzoate                            | oz.  | —     | —    |                                      |          |       |   |       | Musk, pods, Cabardine               | oz.     | 17.00 | — | 18.00 |
| Citrate                             | oz.  | —     | —    |                                      |          |       |   |       | Tonquin                             | oz.     | 26.00 | — | 28.00 |
| Dihydrochloride                     | oz.  | —     | —    |                                      |          |       |   |       | Grain, Cab                          | oz.     | 26.00 | — | 27.00 |
| Dicarbonate                         | oz.  | —     | —    |                                      |          |       |   |       | Tonquin                             | oz.     | 40.00 | — | 42.00 |
| Ethyl Carbonate                     | oz.  | —     | —    |                                      |          |       |   |       | Synthetic, See Aromatic Chemicals   |         |       |   |       |
| Hydrochloride                       | oz.  | —     | —    |                                      |          |       |   |       | Nutgalls, Chinese                   | lb.     | .27   | — | .29   |
| Hypophosphite                       | oz.  | —     | —    |                                      |          |       |   |       | Allepey                             | lb.     | .30   | — | .31   |
| Phosphate                           | oz.  | —     | —    |                                      |          |       |   |       | Nux Vomica, whole                   | lb.     | .13   | — | .13%  |
| Salicylate                          | oz.  | —     | —    |                                      |          |       |   |       | Powdered                            | lb.     | .19   | — | .20   |
| Tannate                             | oz.  | —     | —    |                                      |          |       |   |       | Poppy Heads                         | lb.     | —     | — | 1.50  |
| Valerate, powd.                     | oz.  | —     | —    |                                      |          |       |   |       | Quassia Chips                       | lb.     | .09   | — | .09%  |
| Quinidine Alk. crystals, tins.      | oz.  | —     | —    |                                      |          |       |   |       | Sandalwood, Chips                   | lb.     | .50   | — | .55   |
| Sulfate, tins                       | oz.  | —     | —    |                                      |          |       |   |       | Ground                              | lb.     | .60   | — | .62   |
| Resorcinol, U.S.P.                  | lb.  | —     | —    |                                      |          |       |   |       | Scammony, resin                     | lb.     | 2.25  | — | 2.40  |
| Technical, See Intermediates        | lb.  | —     | —    |                                      |          |       |   |       | Powdered                            | lb.     | 2.80  | — | 2.90  |
| Rochelle Salt, crystals, bxs.       | lb.  | .30   | —    |                                      |          |       |   |       | Spermaceti, blocks                  | lb.     | .28   | — | .29   |
| Powdered, bbls.                     | lb.  | .30   | —    |                                      |          |       |   |       | Gen. U.S.P., bulk                   | lb.     | 1.65  | — | 1.75  |
| Rosewater, triple                   | gal. | —     | —    |                                      |          |       |   |       | Kegs                                | lb.     | —     | — | .07   |
| Saccharin, U.S.P., soluble          | lb.  | 1.25  | —    |                                      |          |       |   |       | Tar, Barbadoes                      | per keg | 5.25  | — | 5.50  |
| U.S.P., Insoluble                   | lb.  | 2.00  | —    |                                      |          |       |   |       | Turpentine, Venice, True            | lb.     | 2.00  | — | 2.25  |
| Salicin, bulk                       | lb.  | 9.50  | —    |                                      |          |       |   |       | Artificial                          | lb.     | 2.75  | — | 3.00  |
| Salol, U.S.P., bulk                 | lb.  | .80   | —    |                                      |          |       |   |       | Spirite, see Naval Stores           | lb.     | .18   | — | .20   |
| Santonin, cryst., U.S.P.            | lb.  | 80.00 | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Powdered                            | lb.  | 80.00 | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Seidlitz Mixture, bbls.             | lb.  | —     | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Silver Nitrate, 500 oz. lots.       | oz.  | .40%  | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Nucleinate                          | oz.  | .35   | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Proteinates                         | oz.  | —     | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Colloidal                           | oz.  | —     | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Soap, Castile, white pure           | lb.  | .20   | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Cont'd                              | lb.  | .36   | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Powd., U.S.P., bbls.                | lb.  | .38   | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Green, U.S.P.                       | lb.  | .38   | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Sodium, Acetate, U.S.P. gran.       | lb.  | .12%  | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Benzoate, gran., U.S.P.             | lb.  | .25   | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Bleach. U.S.P. powd., bbls.         | lb.  | .70   | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Bromide, U.S.P., bulk               | lb.  | .0234 | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Second Hands                        | lb.  | .43   | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Caodylate                           | lb.  | .35   | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Caustic, U.S.P., See Sod. Hydroxide | lb.  | 8.00  | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Chlorate, U.S.P. 8th Rev.           | lb.  | —     | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Crystals, c.b., 10.                 | lb.  | .13   | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Granular, c.b., 10.                 | lb.  | —     | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Chloride, C.P.                      | lb.  | .08%  | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Citrate, U.S.P. Cryst. VII.         | lb.  | —     | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Granular, U.S.P. gran. IX.          | lb.  | —     | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Cyanide 96-98, see Heavy Chemicals  | lb.  | —     | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Glycerophosphate, crystals          | lb.  | 2.15  | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Hydroxide, U.S.P., 10-lb.           | lb.  | —     | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| can                                 | lb.  | —     | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Hypophosphite, U.S.P.               | lb.  | —     | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Iodide, bulk                        | lb.  | 1.00  | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Oxalate                             | lb.  | —     | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Peroxide                            | lb.  | .75   | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Phosphate, U.S.P. gran.             | lb.  | .35   | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Recryst.                            | lb.  | .08%  | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Dried                               | lb.  | .14   | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Salicylate, U.S.P.                  | lb.  | .35   | —    |                                      |          |       |   |       |                                     |         |       |   |       |
| Sulfate (Glauber's Salt) cwt.       | 1.75 | —     | 2.00 |                                      |          |       |   |       |                                     |         |       |   |       |

## Acids

|  |      |      |        |
|--|------|------|--------|
| Acetic, See Heavy Chemicals                |      |      |        |
| Acetyl-salicylic                           | lb.  | .70  | — .75  |
| Benzoic, from gum                          | lb.  | —    | —      |
| U.S.P., ex. toluene                        | lb.  | .70  | — .75  |
| Boric cryst., bbls.                        | lb.  | .15  | — .15% |
| Powdered                                   | lb.  | .15  | — .15% |
| Butyric Tech., 60 p.c.                     | lb.  | .15  | — .15% |
| Carbolic cryst., U.S.P., drs.              | lb.  | .12  | — .15  |
| 1-lb. bottle                               | lb.  | .26  | — .29  |
| 5-lb. bottle                               | lb.  | .24  | — .25  |
| 50 to 110-lb. tins.                        | lb.  | .19  | — .21  |
| Liquid, U.S.P., 1 lb. bot.                 | lb.  | —    | —      |
| Crude, 25 p.c.                             | gal. | .32  | — .35  |
| Chrysophanic                               | lb.  | 1.15 | — 1.25 |
| Citric, crystals                           | lb.  | 2.75 | — 3.00 |
| Powdered                                   | lb.  | —    | —      |
| Second Hands                               | lb.  | —    | —      |
| Cresylic, 95-100 p.c., See Coal Tar Crudes |      |      |        |
| Formic, 75 p.c., tech.                     | lb.  | .22  | — .23  |
| Gallic, U.S.P., bulk                       | lb.  | 1.30 | — 1.35 |
| Glycerophosphoric, 25 p.c.                 | lb.  | —    | —      |
| Hydrobromic, 40 p.c. pure                  | lb.  | .60  | — .62  |
| Hydroiodic, sp. g. 1.55                    | oz.  | —    | —      |
| Hydrofluoric, see Heavy Chemicals          |      |      |        |
| Hypophosphorous, 50 p.c.                   | lb.  | 2.40 | — 2.50 |
| U.S.P., 10 p.c.                            | lb.  | .60  | — .65  |
| Lactic, U.S.P., VIII.                      | lb.  | .50  | — 1.00 |
| U.S.P., IX                                 | lb.  | 1.00 | — 1.10 |
| Molybdic, C.P.                             | lb.  | —    | —      |
| Nitric, see Heavy Chemicals                |      |      |        |
| Nitro Muriatic, see Heavy Chemicals        |      |      |        |
| Oxalic, cryst.                             | lb.  | .20  | — .22  |
| Picric, kegs                               | lb.  | —    | —      |
| Phosphoric, 85-88 p.c. syr. U.S.P.         | lb.  | .30  | — .31  |
| 50 p.c. tech.                              | lb.  | .22  | — .23% |
| Pyrogallie, resublimed                     | lb.  | 2.35 | — 2.40 |
| Crystals, bottles                          | lb.  | 1.95 | — 2.00 |
| Salicylic Bulk, U.S.P.                     | lb.  | .33  | — .45  |
| Sulfuric, C.P.                             | lb.  | .07  | — .07  |
| Sulfurous                                  | lb.  | .03  | — .04  |
| Tannic, U.S.P.                             | lb.  | 1.35 | — 1.40 |
| Tartaric Crystals, U.S.P.                  | lb.  | —    | —      |
| Powdered, U.S.P.                           | lb.  | .43  | — .45  |
| Second Hands, Cryst.                       | lb.  | .43  | — .45  |
| Powdered                                   | lb.  | .43  | — .45  |

## Crude Drugs

## MISCELLANEOUS

|                   |     |     |       |
|-------------------|-----|-----|-------|
| Agar, Agar, No. 1 | lb. | .60 | — .65 |
| No. 2             | lb. | .55 | — .58 |
| No. 3             | lb. | .45 | — .48 |

\*Nominal

## BALSAMS

|                |      |      |        |
|----------------|------|------|--------|
| Copaiba, Para  | lb.  | .30  | — .32  |
| South American | lb.  | .42% | — .45  |
| Fir, Canada    | gal. | —    | —      |
| Oregon         | gal. | 1.60 | — 1.70 |
| Peru           | lb.  | 2.00 | — 2.25 |
| Tolu           | lb.  | .55  | — .65  |

## BARKS

|                          |     |     |        |
|--------------------------|-----|-----|--------|
| Angostura                | lb. | .25 | — .35  |
| Basewood Bark, pressed   | lb. | .17 | — .21  |
| Barberry                 | lb. | .60 | — .65  |
| Bayberry                 | lb. | .18 | — .19  |
| Blackhaw, of Root        | lb. | .48 | — .50  |
| of Tree                  | lb. | .30 | — .38  |
| Buckthorn                | lb. | .12 | — .15  |
| Cascara Sagrada          | lb. | .16 | — .17½ |
| Cascarilla, quills       | lb. | .48 | — .50  |
| Siftings                 | lb. | .30 | — .35  |
| Chestnut                 | lb. | .10 | — .10½ |
| Cinchona, red quills     | lb. | .45 | — .50  |
| Broken                   | lb. | .35 | — .40  |
| *Yellow "quills"         | lb. | —   | —      |
| Broken                   | lb. | —   | —      |
| *Maracabo, yellow, powd. | lb. | .50 | — .55  |
| Condor Root              | lb. | .11 | — .12  |
| Cotton Root              | lb. | .75 | — .80  |
| Cramp (true)             | lb. | —   | —      |
| Cramp (so-called)        | lb. | .09 | — .10  |
| Dogwood, Jamaica         | lb. | —   | —      |
| Nigella                  | lb. | —   | —      |

BELGIAN

**Bleaching Powder 35-37%**

Casks of about 8 Cwt.

**C.I.F. NEW YORK \$3.25 per 100 lbs.**

Net Cash against Documents

Subject to Confirmation

Shipments December to June

**Unger & Company**

30 PINE STREET

New York

**Rhodia  
Chemical Company**

Subsidiary of

**Societe Chimique Des Usines Du Rhone  
France****Works at** { New Brunswick, N. J., U. S. A.  
Saint Fons, France  
Roussillon, France  
La Plaine, Switzerland**Manufacturers of****RHODOL**

(Photographic Developer)

**HYDROQUINONE****DIMETHYLSULPHATE****CELLULOSE ACETATE****RESORCINOL U.S.P.**

(Powdered and Crystal)

**ANTIPYRINE U.S.P.****SACCHARINE U.S.P.****PYRAMIDON****PIPERAZINE HYDRATE****ETHYL CHLORIDE**

(Tubes and Cylinders)

We solicit your inquiries

Office and Warehouse

89 Fulton Street, New York

*We offer***Ortho Nitro  
Toluene****Ortho Toluidine****Mixed Toluidine****Montcalm  
Chemical Works**

Indianapolis, Indiana

**ACIDS**

Formic

Phosphoric

Oxalic-Anhydrous

Oxalic-Crystalline

Ammonium Phosphate

Baking Powder Chemicals

Epsom Salts

**VICTOR CHEMICAL WORKS**

New York

CHICAGO

St. Louis





# BOWRING & Co.

17 Battery Place NEW YORK

Cable Address, "Bowring"

Codes used: Western Union, ABC 5th Edition Bentley's

*Exporters and Importers*

LICORICE  
GUM COPAL  
CHIRETTA HERB  
COCHINEAL  
ESSENTIAL OILS  
COCOANUT OIL IN BARRELS  
SENNA LEAVES  
NUX VOMICA  
BEE'S WAX  
CASTOR BEANS

*Our facilities enable us to render prompt  
and efficient service at minimum charges*

## Olibanum Gum Siftings

H. R. Lathrop & Co., Inc.

110-116 Beekman Street, New York

*Sole Agents*

Kitagumi Japan Wax

## Filter Paper

(Since '73)

M. L. BARRETT & CO. *Merchants*

Essential Oils Fine Chemicals Synthetics Colors

233 WEST LAKE STREET - CHICAGO, ILL.  
Established 1873 Cables: Lazerno

WE OFFER FOR PROMPT DELIVERY

MERCURIALS  
GLYCEROPHOSPHATES  
ATROPINE SULPHATE  
CANTHARIDINE CRYST  
RESIN JALAP EUQUININE  
CHRYSAROBIN

MAY & BAKER, L<sup>TD</sup>.

Manufacturing Chemists and Exporters  
BATTERSEA, LONDON ENGLAND

Cable Address: BISMUTH, LONDON

Only Reliable



in Japan

COCKSEC INSECT POWDER JAPANESE PYRETHRUM FLOWER

"Japan Insect Powder manufacturers, who have been exported over 100 Tons of best Insect Powder in last year, and about 75 Tons already in this year, wish to welcome some influential Insect Powder merchants, with whom to transact direct business, the name of applicants is with us"

For particulars and samples apply to

Japan Insect Powder Manufacturing Co. P. O. Box 48, C. P. O., Osaka, Japan  
Cable Address "Insectcid, Osaka"

## Essential Oils, Aromatic Chemicals, Waxes and Seeds

|                               |          |         |   |         |   |     |         |   |         |                                       |      |        |   |        |
|-------------------------------|----------|---------|---|---------|---|-----|---------|---|---------|---------------------------------------|------|--------|---|--------|
| Kava Kava .....               | lb.      | 21      | — | 22      | Sabadilla .....                         | lb. | 17      | — | 18      | Cloves, cans .....                    | lb.  | 1.95   | — | 2.00   |
| Lady Slipper .....            | lb.      | —       | — | 1.20    | Stramonium .....                        | lb. | 25      | — | 26      | Bottles .....                         | lb.  | 2.05   | — | 2.10   |
| Licorice, *Russian, cut ..... | lb.      | —       | — | —       | Kombe .....                             | lb. | 90      | — | 95      | Copalba, U.S.P. ....                  | lb.  | .80    | — | .85    |
| Spanish natural bales .....   | lb.      | 12      | — | 13      | Strophanthus, Hispidus .....            | lb. | —       | — | —       | Coriander, U.S.P. ....                | lb.  | 23.00  | — | 25.00  |
| Selected .....                | lb.      | —       | — | 30      | Sunflower, domestic .....               | lb. | .08     | — | .08 1/2 | Croton .....                          | lb.  | 1.30   | — | 1.40   |
| Powdered .....                | lb.      | 18      | — | 19      | South American .....                    | lb. | .04 1/2 | — | .05     | Cubeba, U.S.P. ....                   | lb.  | 8.00   | — | 8.25   |
| Lovage, American .....        | lb.      | .68     | — | .70     | Worm, American .....                    | lb. | .18     | — | .20     | Cumin .....                           | lb.  | 7.25   | — | 7.50   |
| Manaca .....                  | lb.      | 18      | — | 20      | Levant .....                            | lb. | —       | — | 1.25    | Erigeron .....                        | lb.  | 4.00   | — | 4.25   |
| Mandrake .....                | lb.      | 15      | — | 17      | <b>SPICES</b>                           |     |         |   |         |                                       |      |        |   |        |
| Musk, Russian .....           | lb.      | 1.60    | — | 1.65    | Capsicum, African pods .....            | lb. | .18     | — | .19     | Eucalyptus, Australian, U.S.P. ....   | lb.  | .60    | — | .65    |
| Orris, Florentine bold .....  | lb.      | .08     | — | .09     | Bombay .....                            | lb. | .16 1/2 | — | .17     | Fennel, sweet, U.S.P. ....            | lb.  | 2.25   | — | 2.50   |
| Verona .....                  | lb.      | .06     | — | .07     | Japan .....                             | lb. | .24 1/2 | — | .25     | Geranium, Rose Algerian .....         | lb.  | 7.50   | — | 7.75   |
| Parcelra Brava .....          | lb.      | .25     | — | .28     | Cassia Buds .....                       | lb. | —       | — | .32     | Bourbon (Reunion) .....               | lb.  | 7.25   | — | 7.50   |
| Pellitory .....               | lb.      | .29     | — | .30     | China, Selected, mats. ....             | lb. | .08 1/2 | — | .30     | Turkish .....                         | lb.  | 4.50   | — | 5.00   |
| Pink true .....               | lb.      | 1.75    | — | 2.00    | Saigon, assortment .....                | lb. | .26     | — | .30     | Ginger .....                          | lb.  | 7.00   | — | 8.00   |
| Pleurisy .....                | lb.      | —       | — | .20     | Chilics, Japan .....                    | lb. | .24     | — | .24 1/2 | Gingergrass .....                     | lb.  | —      | — | 3.25   |
| Poke .....                    | lb.      | .15     | — | .16     | Mombasa .....                           | lb. | .23 1/2 | — | .24     | Hemlock .....                         | lb.  | —      | — | 1.05   |
| Rhatany .....                 | lb.      | .10     | — | .11     | Cinnamon, Ceylon .....                  | lb. | .29     | — | .35     | Juniper Berries, rect. ....           | lb.  | 3.25   | — | 3.50   |
| Rhubarb .....                 | lb.      | —       | — | —       | Cloves, Zanzibar .....                  | lb. | .35     | — | .36     | Wood .....                            | lb.  | —      | — | 1.54   |
| High Dried .....              | lb.      | .60     | — | .65     | Amboynas .....                          | lb. | .22     | — | .23 1/2 | Lavender Flowers, U.S.P. ....         | lb.  | 7.50   | — | 8.50   |
| Powdered .....                | lb.      | .65     | — | .70     | Ginger, African .....                   | lb. | .09 1/2 | — | .10     | Spike .....                           | lb.  | 1.65   | — | 1.70   |
| Saraparilla, Honduras .....   | lb.      | .75     | — | .80     | Jamaica, grinding .....                 | lb. | .10 1/2 | — | .11     | Garden .....                          | lb.  | .75    | — | 1.25   |
| American .....                | lb.      | .35     | — | .38     | Japan .....                             | lb. | .32     | — | .33     | Lemon, U.S.P. ....                    | lb.  | .95    | — | 1.05   |
| Mexican .....                 | lb.      | .38     | — | .40     | Mace, Siau .....                        | lb. | .37     | — | .38     | Lemongrass, Native .....              | lb.  | 2.35   | — | 2.50   |
| Scammony Root .....           | lb.      | .06     | — | .07     | Banda, No. 1 .....                      | lb. | .26 1/2 | — | .27     | Limes, Expressed .....                | lb.  | 3.75   | — | 4.00   |
| Senega, Northern .....        | lb.      | .95     | — | 1.00    | Nutmegs, 110s .....                     | lb. | .16 1/2 | — | .17     | Distilled .....                       | lb.  | 1.05   | — | 1.10   |
| Scutellary .....              | lb.      | —       | — | —       | 75s-80s .....                           | lb. | .18     | — | .19     | Linaloe .....                         | lb.  | 5.50   | — | 5.75   |
| Serpentaria .....             | lb.      | 1.10    | — | 1.20    | Pepper, Black Sing. ....                | lb. | .09 1/4 | — | .09 1/2 | Mace, distilled .....                 | lb.  | 1.40   | — | 1.45   |
| Skunk Cabbage .....           | lb.      | .20     | — | .22     | White .....                             | lb. | .17 1/2 | — | .18     | Mirbane, ref., see Aromatic Chemicals |      |        |   |        |
| Snake, Canada natural .....   | lb.      | .45     | — | .50     | Pimento, Select .....                   | lb. | .06 1/2 | — | .06 3/4 | Mustard, natural .....                | lb.  | 25.00  | — | 26.00  |
| Stripped .....                | lb.      | —       | — | .75     | <b>WAXES</b>                            |     |         |   |         |                                       |      |        |   |        |
| Spikenard .....               | lb.      | .28     | — | .37     | Bayberry .....                          | lb. | .32     | — | .33     | Artificial .....                      | lb.  | 4.00   | — | 4.50   |
| Squill, white .....           | lb.      | .09     | — | .10     | Bees, white .....                       | lb. | .50     | — | .55     | Neroli, Bigarade .....                | lb.  | 240.00 | — | 340.00 |
| Stillingia .....              | lb.      | .17     | — | .18     | South American .....                    | lb. | .26     | — | .27     | Petale .....                          | lb.  | 400.00 | — | 480.00 |
| Stone .....                   | lb.      | .12     | — | .13     | African .....                           | lb. | .18     | — | .19     | Artificial .....                      | lb.  | 15.00  | — | 20.00  |
| Turmeric Madras .....         | lb.      | .07 1/2 | — | .08     | Candellia .....                         | lb. | .33     | — | .34     | Nutmeg, U.S.P. ....                   | lb.  | 1.40   | — | 1.45   |
| Aleppy .....                  | lb.      | .07 1/2 | — | .08     | Carnauba, Flor. ....                    | lb. | .80     | — | .90     | Orange, bitter .....                  | lb.  | —      | — | 3.50   |
| China .....                   | lb.      | .07     | — | .07 1/2 | No. 1, North Country .....              | lb. | .73     | — | .75     | Sweet, West Indian .....              | lb.  | 2.75   | — | 3.00   |
| Unicorn false, See Helonias   |          |         |   |         | No. 2, North Country .....              | lb. | .45     | — | .46     | Italian .....                         | lb.  | 3.75   | — | 4.00   |
| True, See Aletris             |          |         |   |         | No. 3, Fatty Gray .....                 | lb. | .19     | — | .20     | Organum, Imitation .....              | lb.  | .70    | — | .75    |
| Valerian, Belgian .....       | lb.      | .16     | — | .18     | No. 3, Chalky .....                     | lb. | .20     | — | .21     | Oris Concrete .....                   | lb.  | 4.50   | — | 4.75   |
| Yellow Dock .....             | lb.      | —       | — | .15     | Ceresin Yellow .....                    | lb. | .13     | — | .14     | Patchouli .....                       | lb.  | 18.00  | — | 20.00  |
| *Yellow Parilla .....         | lb.      | —       | — | .20     | White .....                             | lb. | .16     | — | .17     | Pennyroyal, domestic .....            | lb.  | 2.00   | — | 2.10   |
| <b>SEEDS</b>                  |          |         |   |         | Japan .....                             | lb. | .19 1/2 | — | .20     | French .....                          | lb.  | 1.85   | — | 1.90   |
| Anise, Levant .....           | lb.      | —       | — | —       | Montan, crude .....                     | lb. | —       | — | .07     | Peppermint Natural, tins. ....        | lb.  | 5.00   | — | 5.50   |
| Star .....                    | lb.      | .23     | — | .23 1/2 | *Bleached .....                         | lb. | —       | — | —       | Redistilled, U.S.P. ....              | lb.  | 5.50   | — | 6.00   |
| Spanish .....                 | lb.      | .15 1/2 | — | .16     | Ozokerite, crude, brown .....           | lb. | .35     | — | .36     | Japanese .....                        | lb.  | 1.25   | — | 1.30   |
| Annatto .....                 | lb.      | .03 1/2 | — | .03 1/2 | *Green .....                            | lb. | —       | — | —       | Petit Grain, So. America .....        | lb.  | 4.65   | — | 4.75   |
| Canary, *Spanish .....        | lb.      | —       | — | —       | *Refined, white .....                   | lb. | —       | — | —       | French .....                          | lb.  | 9.50   | — | 9.50   |
| Morocco .....                 | lb.      | .05     | — | .05 1/2 | *Domestic .....                         | lb. | —       | — | —       | Pinus Sylvestris .....                | lb.  | 4.75   | — | 5.00   |
| South American .....          | lb.      | .04 1/2 | — | .05     | Refined, yellow .....                   | lb. | —       | — | —       | Rumilio .....                         | lb.  | 4.75   | — | 5.00   |
| Caraway, African .....        | lb.      | .09 1/2 | — | .10     | Paraffin, ref'd 128-130 deg.m.p. ....   | lb. | —       | — | .10 1/2 | Rose, French .....                    | oz.  | 15.50  | — | 17.00  |
| Dutch .....                   | lb.      | .07     | — | .07 1/2 | Ref'd, 118-120 deg. ....                | lb. | —       | — | .10 1/2 | Bulgarian .....                       | oz.  | 9.00   | — | 14.50  |
| Domestic .....                | lb.      | —       | — | —       | Stearic Acid, See Animal Oils           |     |         |   |         | Artificial .....                      | oz.  | 2.75   | — | 3.25   |
| Cardamom, bleached .....      | lb.      | .80     | — | 1.10    | <b>Essential Oils</b>                   |     |         |   |         |                                       |      |        |   |        |
| Decorticated .....            | lb.      | .65     | — | .70     | Almond, Bitter, U.S.P. ....             | lb. | 8.50    | — | 9.00    | Rosemary, Spanish .....               | lb.  | .75    | — | .85    |
| Celery .....                  | lb.      | .16 1/2 | — | .17     | Bitter, f.f. P. A. ....                 | lb. | 9.00    | — | 10.00   | French .....                          | lb.  | 1.00   | — | 1.10   |
| Colchicum .....               | lb.      | —       | — | 1.00    | Artificial, U.S.P., See Aromatic Chems. |     |         |   |         | Sandalwood, East India .....          | lb.  | 10.50  | — | 10.75  |
| Cosmum .....                  | lb.      | .35     | — | .40     | Sweet .....                             | lb. | .55     | — | .60     | West Indian .....                     | lb.  | 5.50   | — | 6.00   |
| Coriander, Bombay .....       | lb.      | —       | — | —       | Peach Kernel (Apricot) .....            | lb. | .40     | — | .48     | Sassafras, natural .....              | lb.  | 1.60   | — | 1.65   |
| Morocco, Unbleached .....     | lb.      | —       | — | .03     | Amber, Crude .....                      | lb. | 1.35    | — | 1.40    | Artificial .....                      | lb.  | 5.00   | — | 5.25   |
| Bleached .....                | lb.      | —       | — | .07     | Rectified .....                         | lb. | 1.65    | — | 1.70    | Savin .....                           | lb.  | 5.00   | — | 5.25   |
| Cumin, Levant .....           | lb.      | .07     | — | .07 1/2 | Anise, Technical .....                  | lb. | .80     | — | .85     | Spearment .....                       | lb.  | 6.50   | — | 6.75   |
| Morocco .....                 | lb.      | .06     | — | .06 1/2 | U.S.P. ....                             | lb. | .85     | — | .90     | Spruce .....                          | lb.  | —      | — | 1.05   |
| Dill .....                    | lb.      | .06     | — | .06 1/2 | Bay .....                               | lb. | 3.50    | — | 3.75    | Tansy, Amer. ....                     | lb.  | 8.00   | — | 8.00   |
| Fennel, French .....          | lb.      | .10     | — | .10 1/2 | Bergamot .....                          | lb. | 6.00    | — | 6.50    | Tar, bbls. ....                       | gal. | .39    | — | .40    |
| German .....                  | lb.      | .10     | — | .10 1/2 | Artificial .....                        | lb. | 3.75    | — | 4.00    | Thyme, red, French, U.S.P. ....       | lb.  | 1.60   | — | 1.70   |
| Bombay .....                  | lb.      | .10     | — | .10 1/2 | Birch Tar, Rect. ....                   | lb. | 2.75    | — | 3.00    | White, French .....                   | lb.  | 1.75   | — | 1.90   |
| Flax, whole .....             | per bbl. | 10.00   | — | 12.00   | Crude .....                             | lb. | 1.25    | — | 1.30    | Vetivert, Bourbon .....               | lb.  | 12.50  | — | 13.00  |
| Ground .....                  | lb.      | .08     | — | .08 1/2 | Bois de Rose .....                      | lb. | 8.50    | — | 10.00   | Wintergreen, sweet birch .....        | lb.  | 5.10   | — | 5.15   |
| Foenugreek .....              | lb.      | .01 1/4 | — | .02     | Cade .....                              | lb. | .75     | — | .80     | Genuine Gaultheria .....              | lb.  | 7.50   | — | 8.00   |
| Hemp, Manchurian .....        | lb.      | .04 1/2 | — | .05     | Cajuput .....                           | lb. | .75     | — | .80     | Synthetic, U.S.P., bulk. ....         | lb.  | .65    | — | .70    |
| Chilian .....                 | lb.      | .05     | — | .05 1/2 | U.S.P. ....                             | lb. | .95     | — | 1.00    | Wormseed Baltimore .....              | lb.  | 3.50   | — | 3.75   |
| Job's Tears, white .....      | lb.      | .06     | — | .06 1/2 | Camphor, by-product .....               | lb. | —       | — | .11     | Wormwood Dom. ....                    | lb.  | 16.50  | — | 17.00  |
| Larkspur .....                | lb.      | .23     | — | .25     | Japanese, white .....                   | lb. | —       | — | .30     | Ylang Ylang, Bourbon .....            | lb.  | 14.00  | — | 16.00  |
| Lobelia .....                 | lb.      | —       | — | 1.25    | Cananga, Native .....                   | lb. | —       | — | .475    | Manila .....                          | lb.  | 35.00  | — | 40.00  |
| Mustard, Bari, Brown .....    | lb.      | .12     | — | .12 1/2 | Caraway, Rectified .....                | lb. | 2.50    | — | 2.75    | Artificial .....                      | lb.  | 10.00  | — | 20.00  |
| Bombay, Brown .....           | lb.      | .09     | — | .09 1/2 | Lead, Free .....                        | lb. | 1.10    | — | 1.15    | <b>OLEORESINS</b>                     |      |        |   |        |
| California Brown .....        | lb.      | .07     | — | .07 1/2 | Redistilled, U.S.P. ....                | lb. | 1.30    | — | 1.35    | Capsicum .....                        | lb.  | —      | — | 8.50   |
| Chinese, Yellow .....         | lb.      | .06 1/2 | — | .07 1/2 | Cedar, Leaf .....                       | lb. | 1.30    | — | 1.40    | Aspidium (Malefena) .....             | lb.  | 4.75   | — | 5.00   |
| English, Yellow .....         | lb.      | .09     | — | .10     | Cedar Wood, light .....                 | lb. | .62 1/2 | — | .70     | Cubeb .....                           | lb.  | 7.75   | — | 8.00   |
| Danish, Yellow .....          | lb.      | .07     | — | .07 1/2 | Cinnamon, Ceylon, heavy .....           | lb. | —       | — | 26.00   | Ginger .....                          | lb.  | 8.40   | — | 8.50   |
| Dutch, Yellow .....           | lb.      | .06 1/2 | — | .07     | Leaf .....                              | lb. | 2.50    | — | 2.75    | Malefern .....                        | lb.  | 7.75   | — | 8.00   |
| Poppy, Dutch .....            | lb.      | .13     | — | .12 1/2 | Citronella, Ceylon .....                | lb. | .38     | — | .40     | Mullein (so-called) .....             | lb.  | 5.00   | — | 5.25   |
| Turkish .....                 | lb.      | .10 1/2 | — | .11     | Java .....                              | lb. | 1.00    | — | 1.05    | *Orris, domestic .....                | lb.  | —      | — | 20.00  |
| Blue Indian .....             | lb.      | .08 1/2 | — | .09     | <b>AROMATIC CHEMICALS</b>               |     |         |   |         |                                       |      |        |   |        |
| White Indian .....            | lb.      | .08 1/2 | — | .09     | Acetaphenone, C.P. ....                 | lb. | 6.25    | — | 6.50    | Imported .....                        | lb.  | 1.65   | — | 1.75   |
| Quince .....                  | lb.      | 1.00    | — | 1.10    | Amyl Salicylate .....                   | lb. | 6.35    | — | 6.50    | Imported .....                        | lb.  | 2.75   | — | 3.00   |
| Rape, South Amer. ....        | lb.      | .06 1/2 | — | .07     | Anethol .....                           | lb. | 2.25    | — | 2.50    | Anisic Aldehyde .....                 | lb.  | 7.00   | — | 7.50   |
| Japanese, small .....         | lb.      | .08     | — | .08 1/2 | Anisic Aldehyde .....                   | lb. | 7.00    | — | 7.50    | Benzaldehyde, U.S.P. ....             | lb.  | —      | — | 1.00   |
| Domestic .....                | lb.      | .06     | — | .06 1/2 | Benzaldehyde, U.S.P. ....               | lb. | —       | — | 2.00    | Free From Chlorine .....              | lb.  | —      | — | 2.00   |
| *Nominal                      |          |         |   |         | Benzyl Acetate .....                    | lb. | 2.00    | — | 2.50    | Imported .....                        | lb.  | 3.00   | — | 3.25   |
| *Nominal                      |          |         |   |         | Benzyl Alcohol .....                    | lb. | 1.75    | — | 2.00    | Imported .....                        | lb.  | 1.75   | — | 2.00   |
| *Nominal                      |          |         |   |         | Pepper, black .....                     | lb. | 3.80    | — | 4.15    |                                       |      |        |   |        |

# OILS ESSENTIAL OILS

AND

## Aromatic Chemicals

Manufacturers  
Importers  
Exporters

*Correspondence Solicited*

**FRITZSCHE BROTHERS**  
Inc.

NEW YORK

# Essential Oils

Oil Ylang Ylang  
Manila, Bourbon

Oil Sweet Birch, Genuine

**ROCKHILL & VIETOR**

Established 1884

22 Cliff Street New York

CHICAGO BRANCH, 180 N. Market St.

Sole Agents in United States and Canada for  
BERTRAND FRERES, Grasse, Fr., and N. V.  
CHEMISCHE FABRIEK, Naarden, Holland.

All Codes. Cable Address, Rockhill, Newyork

# Essential Oils and Aromatic Chemicals for

PERFUMES, SOAPS,  
FLAVORING  
EXTRACTS

**Morana Incorporated**

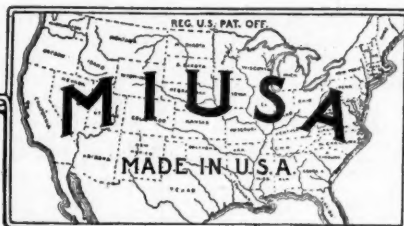
Importers and Manufacturers

GENERAL OFFICES:

118 East 27th St., New York City

CHICAGO:  
19 S. LaSalle St.

WORKS:  
ELIZABETH, N. J.



# Benzyl Benzoate

(Van Dyk & Co.)

**THE STANDARD MEDICINAL BRAND**

(Free from Chlorin and Phosphorus)

Accepted by the Council of Pharmacy and  
Chemistry. (See Jour. Am. Med. Assoc.,  
Dec. 27th, 1919, page 1939.)

**VAN DYK & COMPANY**

Inc. 1904

4 Platt St., New York City



## Heavy Chemicals—Metals

|                                      |         |         |
|--------------------------------------|---------|---------|
| Benzyl Benzoate.....lb.              | 3.00    | - 3.25  |
| Imported.....lb.                     | - 6.50  |         |
| Benzyl Chloride, pure.....lb.        | - 5.0   |         |
| Boric acid.....lb.                   | - 3.4   |         |
| Bromatylol.....lb.                   | 7.00    | - 7.50  |
| Cinnamic Acid.....lb.                | 4.25    | - 4.50  |
| Cinnamic Alcohol.....lb.             | 30.00   | - 35.00 |
| Cinnamic Aldehyde.....lb.            | - 5.40  |         |
| Citral.....lb.                       | 6.80    | - 6.75  |
| Citronellol.....lb.                  | - 15.00 |         |
| Imported.....lb.                     | 20.00   | - 25.00 |
| Coumarin.....lb.                     | 5.75    | - 6.00  |
| Ethyl Benzoate.....lb.               | - 2.00  |         |
| Ethyl Cinnamate.....lb.              | 7.50    | - 8.00  |
| Eucalyptol.....lb.                   | 1.10    | - 1.15  |
| Eugenol.....lb.                      | 5.50    | - 6.00  |
| Geraniol, Standard.....lb.           | 3.50    | - 4.00  |
| Geranyl Acetate.....lb.              | 3.75    | - 6.00  |
| Hellotropin.....lb.                  | 4.50    | - 4.75  |
| Indol, C. P.....oz.                  | - 12.50 |         |
| Imported.....lb.                     | 18.00   | - 20.00 |
| Iso-Eugenol.....lb.                  | 7.50    | - 8.00  |
| Imported.....lb.                     | 10.00   | - 15.00 |
| Linalool.....lb.                     | 10.00   | - 12.00 |
| Linalyl Acetate.....lb.              | 16.00   | - 18.00 |
| Linalyl Benzoate.....lb.             | - 18.00 |         |
| Menthyl.....lb.                      | 4.00    | - 4.25  |
| Methyl Anthranilate.....lb.          | 9.00    | - 9.50  |
| Methyl Cinnamate.....lb.             | 10.00   | - 12.00 |
| Methyl Paracresol.....lb.            | 12.00   | - 12.50 |
| Methyl Salicylate.....lb.            | .65     | - .70   |
| Mirbane, rect., drums extra.....lb.  | 1.44    | - .15   |
| Musk Ambrette.....lb.                | 75.00   | - 80.00 |
| Musk Ketone.....lb.                  | 35.00   | - 40.00 |
| Musk Xylene.....lb.                  | 9.75    | - 10.50 |
| Phenylacetaldehyde.....lb.           | 20.00   | - 25.00 |
| Phenylacetic Acid.....lb.            | 5.00    | - 5.50  |
| Phenylethylalcohol.....lb.           | 20.00   | - 23.00 |
| Rhodinol.....lb.                     | 24.00   | - 26.00 |
| Safrol.....lb.                       | .75     | - .80   |
| Terpineol, C. P.....lb.              | 1.10    | - 1.20  |
| Vanillin.....oz.                     | .65     | - .75   |
| Violet, artificial (Ixonone).....lb. | - 12.00 |         |

## Heavy Chemicals

## ACIDS

|                                      |        |         |
|--------------------------------------|--------|---------|
| Acetic, 28 p.c., bbls. 100 lbs.      | 3.00   | - 3.50  |
| 86 p.c., bbls., 100 lbs.             | 6.00   | - 7.00  |
| 80 p.c., bbls., Com'l. 100 lbs.      | 9.00   | - 9.50  |
| 80 p.c., bbls., pure, 100 lbs.       | 11.00  | - 11.75 |
| Glacial, bbls. & cys. 100 lbs.       | 13.50  | - 14.25 |
| Second Hands, 100 lbs.               | 10.50  | - 11.00 |
| Hydrobromic com., 40 p.c., lb.       | .45    | - .47   |
| Pure, 40 p.c.,.....lb.               | .60    | - .62   |
| Hydrofluoric 30 p.c. bbls.....lb.    | .09    | - .10   |
| 48 p.c. in carboys.....lb.           | .14    | - .15   |
| 52 p.c. in carboys.....lb.           | .15    | - .16   |
| Lactic, 22 p.c.,.....lb.             | .04    | - .05   |
| 80 per cent pure.....lb.             | - .35  |         |
| Technical.....lb.                    | - .15  |         |
| 80 p.c. tech.....lb.                 | - .28  |         |
| Mixed, Nitric.....unit               | .11    | - .12   |
| Sulfuric.....unit                    | .01    | - .01   |
| Muriatic, 18 deg. cys. 100 lbs.      | 1.60   | - 2.25  |
| 20 deg. carboys.....100 lbs.         | 1.85   | - 2.50  |
| 22 deg. carboys.....110 lbs.         | 2.10   | - 2.75  |
| Pure cys. 18 deg.....100 lbs.        | 2.50   | - 3.00  |
| 20 deg.....100 lbs.                  | 2.75   | - 3.25  |
| 22 deg.....100 lbs.                  | 3.00   | - 3.50  |
| Nitric, 36 deg. carboys.....lb.      | .06    | - .06   |
| 38 deg. carboys.....lb.              | .06    | - .07   |
| 40 deg. carboys.....lb.              | .07    | - .08   |
| 42 deg. carboys.....lb.              | .07    | - .08   |
| Phosphoric, 50 p.c., tech.....lb.    | .18    | - .19   |
| Pyroigneous, Tech.....gal.           | .12    | - .13   |
| Sulfuric, Tank carlots               |        |         |
| 60 deg., f.o.b. wks.....ton          | 11.00  | - 16.00 |
| 66 deg., f.o.b. wks.....ton          | 20.00  | - 21.00 |
| 20 p.c. Oleum, f.o.b. wkston         | 23.00  | - 25.00 |
| Sulfurous com.....lb.                | .12    | - .14   |
| Tannic, Tech.....lb.                 | .65    | - .80   |
| Acetic Anhydride, 85 p.c.....lb.     | .55    | - .60   |
| Acetyl Chloride, Redistilled.....lb. | .45    | - .50   |
| Alum, ammonia, lump.....lb.          | .04    | - .05   |
| Ground.....lb.                       | .05    | - .05   |
| Powdered.....lb.                     | .05    | - .06   |
| Chrome.....lb.                       | .15    | - .16   |
| Potash lump.....lb.                  | .06    | - .07   |
| Powdered.....lb.                     | .08    | - .09   |
| Ground.....lb.                       | .09    | - .09   |
| Chrome.....lb.                       | .14    | - .15   |
| Soda, Ground.....100 lbs.            | - 6.38 |         |
| Aluminum chloride, carboys.....lb.   | .04    | - .05   |
| Anhydrous.....lb.                    | .45    | - .60   |
| Sulfate Iron free.....100 lbs.       | 4.00   | - 4.50  |
| Commercial.....100 lbs.              | 2.50   | - 3.00  |
| Aluminum hydrate light.....lb.       | .22    | - .25   |
| Ammonia, Anhydrous.....lb.           | - .35  |         |
| Ammonia Bifluoride.....lb.           | .32    | - .38   |

|                                       |         |          |
|---------------------------------------|---------|----------|
| Ammonia Carbonate.....lb.             | .14     | - .14    |
| Ammonia Water, 26 deg.....lb.         | .09     | - .11    |
| 20 deg.....lb.                        | .07     | - .09    |
| 18 deg.....lb.                        | .07     | - .09    |
| 16 deg.....lb.                        | .06     | - .08    |
| Ammonium chloride, U.S.P.....lb.      | .25     | - .26    |
| Nitrate.....lb.                       | .09     | - .10    |
| Sal Ammoniac, gray.....lb.            | .10     | - .11    |
| Granulated, white.....lb.             | .10     | - .11    |
| Lump.....lb.                          | .18     | - .19    |
| Sulfate, dbl. bags f.a.s. 100 lbs.    | 3.75    | - 3.80   |
| Dom. Single bags.....100 lbs.         | 3.25    | - 3.30   |
| Antimony chloride, liq.....lb.        | .16     | - .18    |
| Anhydrous.....lb.                     | .50     | - .55    |
| Oxide.....lb.                         | .08     | - .08    |
| Sulfide, Crimson.....lb.              | - .60   |          |
| Golden No. 1.....lb.                  | - .35   |          |
| Vermillion.....lb.                    | - .55   |          |
| Arsenic, white.....lb.                | .11     | - .12    |
| Red.....lb.                           | .16     | - .17    |
| Barium chloride.....ton               | 100.00  | - 110.00 |
| Imported.....ton                      | 75.00   | - 80.00  |
| Binoxide.....lb.                      | .23     | - .25    |
| Carbonate works.....ton               | 97.50   | - 100.00 |
| Nitrate.....lb.                       | .11     | - .14    |
| Barytes, floated, white.....ton       | 29.50   | - 30.00  |
| Blanc Fixe, cry.....ton               | 110.00  | - 115.00 |
| Bleaching Pd., f.o.b. wks. 100 lbs.   | 3.50    | - 4.00   |
| Export, F.A.S.....100 lbs.            | - 4.00  |          |
| Second Hands.....100 lbs.             | 3.00    | - 4.00   |
| Bromine, Purified wks.....lb.         | - .55   |          |
| Calcium Acetate.....100 lbs.          | 2.00    | - 2.05   |
| Carbide.....lb.                       | .04     | - .05    |
| Carbonate.....lb.                     | .01     | - .02    |
| Light.....lb.                         | .08     | - .04    |
| Heavy.....lb.                         | .08     | - .04    |
| Chloride, solid, f.o.b. N.Y. ton      | - 33.75 |          |
| Granulated, f.o.b. N.Y. ton           | - 41.75 |          |
| Flaked, f.o.b. N.Y. ton               | - 41.75 |          |
| Anhydrous.....lb.                     | .14     | - .15    |
| Chlorine, liquid.....lb.              | .09     | - .16    |
| Carbon bisulfide.....lb.              | .08     | - .11    |
| Carbon black.....lb.                  | - .18   |          |
| Carbon tetrachloride.....lb.          | .12     | - .14    |
| Cobalt Oxide.....lb.                  | 4.00    | - 4.05   |
| Copper Carbonate.....lb.              | .27     | - .28    |
| Cyanide.....lb.                       | .65     | - .70    |
| Oxide.....lb.                         | .21     | - .22    |
| Sulfacetate (Verdigris).....lb.       | .45     | - .48    |
| Powdered.....lb.                      | .40     | - .42    |
| Sulfate.....100 lbs.                  | 6.50    | - 6.75   |
| Imported.....100 lbs.                 | 5.00    | - 5.00   |
| Copperas.....100 lbs.                 | 1.50    | - 1.75   |
| Ferric Chloride, crys.....lb.         | .10     | - .11    |
| Liquid, 10 deg.....lb.                | .07     | - .07    |
| Ferrous Chloride, crys.....lb.        | .08     | - .06    |
| Flake White.....lb.                   | .16     | - .17    |
| Fluorspar, Powdered.....ton           | 30.00   | - 35.00  |
| Acid Grade.....ton                    | - 25.00 |          |
| Fuller's Earth, f.o.b. mines.....ton  | 16.00   | - 17.00  |
| Fusel Oil, crude.....gal.             | 3.25    | - 3.35   |
| Refined.....gal.                      | 3.50    | - 3.60   |
| Lead Acetate, white, crys.....lb.     | .16     | - .16    |
| Imported.....lb.                      | .12     | - .13    |
| White Cakes.....lb.                   | .15     | - .16    |
| Broken Cakes.....lb.                  | .14     | - .15    |
| Granulated.....lb.                    | .15     | - .16    |
| Arsenate, powdered.....lb.            | .22     | - .25    |
| Paste.....lb.                         | .11     | - .13    |
| Nitrate.....lb.                       | - .15   |          |
| Oxide, Litharge, Amer. pd. lb.        | .11     | - .15    |
| Red, American.....lb.                 | .12     | - .15    |
| Sulfate basic.....lb.                 | .10     | - .10    |
| White, Basic Carb., Amer. dry.....lb. | .10     | - .15    |
| in Oil, 100 lbs. or over.....lb.      | .13     | - .15    |
| Lithopone.....lb.                     | .07     | - .08    |
| Lime, hydrate.....lb.                 | .03     | - .03    |
| Acetate.....100 lbs.                  | 2.00    | - 2.05   |
| Sulfur solution.....gal.              | .15     | - .20    |
| Magnesite.....ton                     | 72.00   | - 75.00  |
| Magnesium Sulfate, tech. 100 lbs.     | 1.75    | - 2.00   |
| Imported.....100 lbs.                 | 1.40    | - 1.75   |
| Chloride, fused, works.....ton        | - 48.00 |          |
| Manganese Chloride.....lb.            | .30     | - .31    |
| Sulfate.....lb.                       | .30     | - .32    |
| Nickel oxide.....lb.                  | .40     | - .45    |
| Salts, single.....lb.                 | .12     | - .13    |
| double.....lb.                        | .12     | - .13    |
| *Nitrate Cake, bulk.....ton           | 7.00    | - 7.50   |
| Orange Mineral.....lb.                | .15     | - .16    |
| Paris Green.....lb.                   | .32     | - .33    |
| Phosphorus red.....lb.                | - .30   |          |
| Yellow.....lb.                        | - .35   |          |
| Oxychloride.....lb.                   | .45     | - .50    |
| Sesquichloride.....lb.                | .42     | - .45    |
| Trichloride.....lb.                   | .60     | - .65    |
| Plaster of Paris.....bbl.             | 1.50    | - 1.60   |
| True Dental.....bbl.                  | 1.75    | - 2.00   |
| Potash Caustic, 88-92.....lb.         | .22     | - .28    |
| Second Hands.....lb.                  | .13     | - .14    |
| Imported.....lb.                      | .18     | - .22    |
| 70-75%.....lb.                        | .17     | - .19    |
| Sticks, U.S.P.....lb.                 | .38     | - .43    |

|                                   |        |         |
|-----------------------------------|--------|---------|
| Potassium Bichromate.....lb.      | .17    | - .18   |
| Carbonate, 90-85 p.c.....lb.      | .14    | - .15   |
| Hydrated.....lb.                  | .18    | - .22   |
| *85-90 p.c.....lb.                | - .21  |         |
| *90-95 p.c.....lb.                | .20    | - .21   |
| Chlorate, cryst.....lb.           | .18    | - .18   |
| Powdered, American.....lb.        | .18    | - .18   |
| Imported.....lb.                  | .11    | - .12   |
| Muriate, basis 80 p.c.....unit    | 2.00   | - 2.10  |
| Metabisulfite.....lb.             | .41    | - .42   |
| Permanganate, Com'l.....lb.       | .55    | - .60   |
| U.S.P., See Fine Chemicals        |        |         |
| Prussiate, red.....lb.            | .55    | - .58   |
| Yellow.....lb.                    | .33    | - .34   |
| Sulfate.....unit                  | - 2.85 |         |
| Salt Cake.....ton                 | 38.00  | - 40.00 |
| Saltpetre.....lb.                 | .11    | - .14   |
| Soda Ash, 55 p.c. light. 100 lbs. | 1.90   | - 2.00  |
| 58 p.c. basis, 48 wks. 100 lbs.   | 1.82   | - 2.15  |
| Dense, 58 p.c. bags. 100 lbs.     | - 2.75 |         |
| 58 p.c. basis, 48 wks. 100 lbs.   | 1.92   | - 2.25  |
| Caustic, 76 p.c.....100 lbs.      | 3.80   | - 3.90  |
| Basis 60 p.c.....100 lbs.         | 3.75   | - 3.85  |
| Ground, 76 p.c. wks. 100 lbs.     | - 5.50 |         |
| Flake, works, 76 p.c. 100 lbs.    | 5.50   | - 5.75  |
| Sodium Acetate.....lb.            | .08    | - .08   |
| Bichromate.....lb.                | .10    | - .10   |
| Bicarbonate.....100 lbs.          | 2.75   | - 3.00  |
| Bisulfite, Powd.....lb.           | .07    | - .08   |
| *Bisulfate, bulk.....ton          | 7.00   | - 7.50  |
| Carbonate Sal. bbls. 100 lbs.     | 2.00   | - 2.25  |
| Chlorate.....lb.                  | .10    | - .11   |
| Cyanide 96-98.....lb.             | .27    | - .29   |
| Imported.....lb.                  | .22    | - .24   |
| 73-76 p.c.....lb.                 | .23    | - .25   |
| Fluoride.....lb.                  | .16    | - .17   |
| Hydrochloride.....lb.             | 1.20   | - 1.25  |
| Hyposulfite, Crys. bbls. 100 lbs. | 3.75   | - 4.25  |
| Granulated.....100 lbs.           | 4.00   | - 4.75  |
| Kegs.....100 lbs.                 | 4.25   | - 5.00  |
| Nitrate, crude.....lb.            | 2.85   | - 2.90  |
| Double refined.....lb.            | .05    | - .07   |
| Nitrite.....lb.                   | .07    | - .08   |
| Peroxide.....lb.                  | .35    | - .40   |
| Phosphate (tri) ref.....lb.       | .06    | - .07   |
| di-Sodium, U.S.P., gran. lb.      | .08    | - .09   |
| Technical.....lb.                 | .05    | - .05   |
| Anhydrous.....lb.                 | .16    | - .17   |
| Mono-Sodium, ref.....lb.          | .25    | - .30   |
| Prussiate, Yellow.....lb.         | .17    | - .18   |
| Silicate, 60 deg.....100 lbs.     | 3.12   | - 3.50  |
| 40 deg.....100 lbs.               | 1.50   | - 2.25  |
| Sulfide, 60 p.c.....lb.           | .06    | - .08   |
| 30 p.c. crystals.....lb.          | .04    | - .04   |
| Sulfite.....lb.                   | .03    | - .05   |
| Sulfate, G'l'b salt.....100 lbs.  | 1.75   | - 1.85  |
| Thiocyanate.....lb.               | .80    | - .90   |
| Strontium Nitrate.....lb.         | .15    | - .16   |
| Carbonate.....lb.                 | .29    | - .30   |
| Sulfur Chloride, red.....lb.      | .08    | - .10   |
| Yellow.....lb.                    | .07    | - .08   |
| Sulfur Dioxide Com.....lb.        | .12    | - .14   |
| Sulfur, crude.....ton             | 20.00  | - 25.00 |
| Flour Com'l., bbls. 100 lbs.      | 1.70   | - 2.10  |
| Roll, 100 p.c.....100 lbs.        | 3.45   | - 3.90  |
| Flowers, 100 p.c.....100 lbs.     | 3.80   | - 4.35  |
| Sulfuryl Chloride.....lb.         | - .25  |         |
| Tartar Emetic, tech.....lb.       | .52    | - .53   |
| Tin, bichloride.....lb.           | .15    | - .16   |
| Crystals.....lb.                  | .40    | - .41   |
| Oxide.....lb.                     | .50    | - .52   |
| Whiting.....100 lbs.              | 1.15   | - 1.75  |
| Zinc, carbonate.....lb.           | .16    | - .18   |
| Chloride, Fused.....lb.           | .08    | - .12   |
| Granulated.....lb.                | .13    | - .13   |
| Cyanide.....lb.                   | .45    | - .47   |
| Oxide, French.....lb.             | .11    | - .14   |
| American.....lb.                  | .08    | - .11   |
| Sulfate.....lb.                   | .08    | - .04   |

## Metals

|                                  |       |         |
|----------------------------------|-------|---------|
| Tin Straits.....cwt.             | 34.50 | - 35.00 |
| Banca.....cwt.                   | -     | -       |
| American, pure.....cwt.          | -     | - 33.50 |
| 99 p.c. pure.....cwt.            | -     | -       |
| Copper Prime Lake.....cwt.       | -     | - 14.00 |
| Electrolytic.....cwt.            | -     | - 13.75 |
| Casting.....cwt.                 | -     | - 13.50 |
| Lead Amer. S. & R. Co.....cwt.   | -     | -       |
| Open Mkt. Price.....cwt.         | 4.75  | - 5.00  |
| Zinc (Spelter) Shipment.....cwt. | -     | -       |
| Prompt.....cwt.                  | -     | - 6.25  |
| Antimony, Jap & Chinese.....cwt. | 5.75  | - 6.00  |
| Aluminum 98-99% Virgin.....cwt.  | 22.50 | - 25.00 |
| 98-99% Remelted No. 12.....cwt.  | -     | -       |
| Remelted No. 12.....cwt.         | -     | -       |
| Powdered.....cwt.                | -     | - 37.00 |
| Magnesium, 99 p.c.....lb.        | -     | - 1.75  |
| Manganese ore.....unit           | .40   | - .60   |
| Nickel Ingot.....cwt.            | -     | - 43.00 |
| Shot.....cwt.                    | -     | - 43.00 |
| Electrolytic.....cwt.            | -     | - 45.00 |

**R. W. Greeff & Co.**

Incorporated

78 Front Street

Cor. Old Slip

NEW YORK CITY

**Exporters and Importers  
Manufacturers' Agents****Formaldehyde 40% Vol. U.S.P.**

Manufactured by

Melville-Corbett Company, St. Marys, Pa.

**Oxalic Acid Crystals—Formic Acid 85/90%**

Manufactured by

Fabriek Van Chemische Producten, Vondelingenplaat,  
Holland**Quinine Salts and  
Quinine Minor Alkaloids and Salts**

Manufactured by

N. V. Nederlandsche Kininefabriek, Maarssen, Holland

Cable Address: Fergcotrav, Newyork. All Codes used

European Representative: R. W. GREEFF & CO.  
London and Manchester, England**Carbon Bisulphide**

50, 100 and 500 lb. drums

**Carbon Tetrachloride**

50, 100, 650 and 1350 lb. drums

**THE WARNER  
CHEMICAL COMPANY**

Manufacturers

52 Vanderbilt Avenue, New York

Telephone Murray Hill 262

PLANTS

Carteret, N. J.  
South Charleston, W. Va.**Acetanilide Technical  
Acetic Acid (all grades)  
Formic Acid  
Oxalic Acid  
Aqua Ammonia  
Formaldehyde  
Sodium Acetate****Sulphonated Oils  
Logwood Paste  
Logwood Solid  
Hematin Paste  
Hematin Crystals****ALBANY CHEMICAL COMPANY**

ESTABLISHED 1881

**MANUFACTURERS OF  
PHARMACEUTICALS  
AND  
SOLVENTS**

108 John St., New York City

Tel. John 6474-6479

**Semet-Solvay Co.****ELECTROLYTIC  
CAUSTIC  
POTASH**

88-92%—70-75% Solid and Liquid

SYRACUSE, N. Y.

522 Fifth Ave.  
NEW YORK CITY  
Tel. Murray Hill 2491332 So. Michigan Ave  
CHICAGO, ILL.  
Tel. Harrison 358077 Summer Street, BOSTON, MASS.  
Tel. Fort Hill 4990

## Coal-tar Crudes, Intermediates and Colors—Naval Stores

|                                     |               |
|-------------------------------------|---------------|
| Bismuth, (See Fine Chemical Prices) |               |
| Cadmium .....                       | 1.40 — 1.50   |
| Cobalt .....                        | — 6.00        |
| Mercury .....                       | 46.00 — 55.00 |
| Platinum, pure .....                | 75.00         |
| Iridium .....                       | 300.00        |
| Palladium .....                     | 75.00 — 85.00 |
| Tungsten, ore per short ton unit    |               |
| Wolframite, Chinese .....           | — 4.00        |
| Bolivian .....                      | 5.00 — 5.50   |
| Scheelite, Amer. ....               | — 6.00        |
| Japanese .....                      | — 5.50        |
| Silver .....                        | — 99 1/2      |
| Foreign .....                       | — 62 1/2      |

## Fertilizer Materials

|  |                      |
|--|----------------------|
| Ammonium Sulfate, Single & double bags ..... | 100 lbs. 3.25 — 3.75 |
| Blood, dried, f.o.b. N.Y. unit               | — 8.10               |
| Bone, 3 and 50, ground, raw, ton             | — 45.00              |
| Cyanamide wks. ....                          | — 4.50               |
| Fish Scrap, dom. dried, f.o.b. work .....    | 5.00 — 10.00         |
| Nitrate Soda .....                           | 100 lbs. 2.85 — 2.90 |
| Tankage, high-grade, f.o.b. Chicago .....    | — 4.00               |
| Phosphate Rock—                              |                      |
| Florida pebble, 68 p.c. ....                 | 11.00 — 11.50        |
| Tennessee, 78-80 p.c. ....                   | 13.50                |
| Potassium muriate, 80 p.c. unit              | 2.00 — 2.10          |
| Sulfate .....                                | — 2.85               |

## Naval Stores

|  |               |
|--|---------------|
| (Carloads ex-dock)                           |               |
| Spirits Turpentine in bbls. gal.             | — 80          |
| Wood Turpentine, steam distilled, bbls. .... | — 78          |
| Destructive distilled, bbls. gal.            | — 77          |
| Pitch, Prime .....                           | 8.50 — 11.00  |
| Rosins, B .....                              | — 9.00        |
| D .....                                      | — 9.00        |
| E .....                                      | — 9.00        |
| F .....                                      | — 9.00        |
| G .....                                      | — 9.00        |
| H .....                                      | — 9.00        |
| I .....                                      | — 9.00        |
| K .....                                      | — 9.00        |
| M .....                                      | — 9.00        |
| N .....                                      | — 9.00        |
| WG .....                                     | — 9.00        |
| WW .....                                     | — 9.25        |
| Rosin Oil, first run. ....                   | 61 — 64       |
| Second run .....                             | 62 — 65       |
| Tar, kiln-burnt .....                        | 14.50 — 16.00 |
| Retort .....                                 | 14.75 — 15.50 |

## Dyestuffs

## COAL-TAR CRUDES

|                                   |               |
|-----------------------------------|---------------|
| Anthracene 80-85 p.c. ....        | 1.75 — 1.00   |
| 40-45 p.c. ....                   | 1.14 — 1.18   |
| Benzene, C. P. ....               | 30 — 36       |
| (90 p.c.) .....                   | 28 — 34       |
| Carbazol .....                    | 85 — 100      |
| Cresylic Acid, 95 p.c. dark. gal. | 90 — 100      |
| Straw 97.9 p.c. ....              | 95 — 105      |
| Cresol, U.S.P. ....               | 18 — 21       |
| Cresote oil .....                 | 20 — 30       |
| Dip. oil .....                    | 37 1/2 — 40   |
| Naphthalene, balls .....          | 10 — 11       |
| Flake .....                       | 9 — 10        |
| Second Hands .....                | 8 — 11        |
| Phenol, Gov't Surplus .....       | 12 — 17       |
| Open Market .....                 | 11 — 17       |
| Pitch, various grades. ....       | 14.00 — 18.00 |
| Solvent naphtha .....             | 28 — 34       |
| Tar Acid Oil, 25 p.c. ....        | 35 1/2 — 40   |
| 50 p.c. ....                      | 52 1/2 — 56   |
| Toluene, pure .....               | 30 — 36       |
| Xylene, 10 deg. dist. range. gal. | 45 — 50 1/2   |
| 5 deg. dist. range. ....          | 50 — 55 1/2   |
| 2 deg. dist. range. ....          | 60 — 65 1/2   |

## INTERMEDIATES

|                                |             |
|--------------------------------|-------------|
| Acid 1, 2, 4 .....             | 1.00 — 1.05 |
| Acid, Anthranilic .....        | 2.20 — 2.50 |
| Technical .....                | 1.70 — 2.00 |
| Acid B .....                   | — 2.25      |
| Acid Benzoic, tech. ....       | — 20        |
| Acid Broenner's .....          | 1.75 — 1.80 |
| Acid Chloroacetic, tech. ....  | 50 — 60     |
| Acid Cleves .....              | 1.65 — 1.75 |
| Acid Gamma .....               | 3.75 — 4.00 |
| Acid H .....                   | 1.60 — 1.65 |
| Acid Laurent's .....           | 50 — 60     |
| Acid Metanilic .....           | 1.60 — 1.70 |
| Acid Monosulfonic F (delta) .. | — 3.25      |
| Acid Naphtholonic, Crude ..    | — 75        |
| Refined .....                  | 90 — 100    |
| Acid Neville & Winter's ..     | 1.75 — 1.85 |

|                                |             |
|--------------------------------|-------------|
| Acid Phthalic .....            | 40 — 45     |
| Anhydride .....                | 65 — 80     |
| Acid Picramic .....            | 1.00 — 1.05 |
| Acid Picric .....              | 30 — 45     |
| Acid Salicylic, tech. ....     | 33 — 40     |
| Acid Sulfanilic crude .....    | 32 — 34     |
| Acid Tobias .....              | 2.25 — 2.75 |
| Acetanilide, tech. ....        | 28 — 30     |
| p-Aminoacetanilide .....       | 1.90 — 2.00 |
| Aminoazobenzene .....          | — 1.25      |
| p-Aminophenol .....            | 2.25 — 2.50 |
| Hydrochloride .....            | 2.00 — 2.25 |
| o-Aminophenol .....            | 3.25 — 3.50 |
| Aniline Oil, (drums extra) ..  | 22 — 30     |
| Aniline Salt .....             | 28 — 33     |
| Antraquinone Subl. ....        | 2.50 — 2.75 |
| Paste, 25 p.c. ....            | 1.00 — 1.10 |
| Bayer's Salt .....             | 1.05 — 1.10 |
| Benzaldehyde, Tech. ....       | — 55        |
| Second Hands .....             | — 45        |
| Benzidine Base .....           | 1.00 — 1.10 |
| Benzidine Sulfate .....        | 80 — 90     |
| Benzoyl chloride .....         | 1.25 — 1.85 |
| Benzylchloride, 98-97 .....    | 26 — 30     |
| Bromobenzene .....             | 70 — 75     |
| Chlorobenzene .....            | 14 — 16     |
| Chlorhydrin .....              | 2.50        |
| Diaminophenol .....            | 5.50 — 6.00 |
| Dianilidine .....              | 8.00 — 9.00 |
| o-Dichlorobenzene .....        | 15 — 20     |
| p-Dichlorobenzene .....        | 15 — 35     |
| Dichlorobenzene, mixed .....   | 0.75 — 0.8  |
| Diethylaniline .....           | 1.40 — 1.50 |
| Dimethylaniline, drums ext. .. | 65 — 75     |
| Dimethylsulfate .....          | 90 — 100    |
| Dinitrophenol .....            | 45 — 50     |
| Dinitrobenzene .....           | 25 — 27     |
| Dinitrochlorobenzene .....     | 30 — 32     |
| Dinitronaphthalene .....       | 33 — 35     |
| Dinitrotoluene .....           | 26 — 27     |
| Diphenylamine .....            | 68 — 74     |
| Ethyl Bromide .....            | 85 — 90     |
| Ethyl Chloride .....           | 1.00 — 1.10 |
| "G" Salt .....                 | 80 — 90     |
| Hydrazobenzene .....           | 1.50 — 2.00 |
| Michler's Ketone .....         | 4.00 — 4.25 |
| Monochlorobenzene .....        | 14 — 16     |
| Monothylaniline .....          | 2.00 — 2.10 |
| a-Naphthol, crude .....        | 1.15 — 1.25 |
| Refined .....                  | 1.45 — 1.50 |
| b-Naphthol, distilled .....    | 40 — 42     |
| a-Naphthylamine .....          | 40 — 45     |
| b-Naphthylamine, tech. ....    | 1.40 — 1.50 |
| Sublimed .....                 | 2.25 — 2.50 |
| m-Nitroaniline .....           | 95 — 100    |
| p-Nitroaniline .....           | 90 — 110    |
| p-Nitroacetanilide .....       | 80 — 85     |
| Nitrobenzene .....             | 14 — 16     |
| p-Nitrochlorobenzene .....     | 35 — 37     |
| Nitronaphthalene .....         | 30 — 35     |
| p-Nitrophenol .....            | 80 — 85     |
| o-Nitrophenol .....            | 75 — 80     |
| m-Nitro-p-toluidine .....      | 3.25 — 3.50 |
| p-Nitro-o-toluidine .....      | 3.65 — 4.00 |
| p-Nitrosodimethylaniline ..... | — 1.25      |
| Nitrotoluene .....             | 16 — 18     |
| Nitrotoluenes, Mixed .....     | 30 — 32     |
| o-Nitrotoluene .....           | 2.20 — 2.50 |
| p-Phenylenediamine .....       | 1.25 — 1.30 |
| m-Phenylenediamine .....       | 2.50 — 2.75 |
| Phenyl-a-Naphthylamine .....   | 45 — 50     |
| Phosgene .....                 | 65 — 80     |
| Phthalic Anhydride .....       | 85 — 90     |
| "R" Salt .....                 | 2.00 — 2.50 |
| Resorcinol, Technical .....    | 1.45 — 1.50 |
| Sodium Metanilate .....        | 80 — 85     |
| Sodium Naphthionate .....      | 90 — 95     |
| Sodium Picramate .....         | — 80        |
| Schaeffer's Salt .....         | 2.75 — 3.00 |
| c-Toluene Sulfonamide .....    | 1.70 — 1.75 |
| Sulfate .....                  | — 1.10      |
| Toluidine, Mixed .....         | 45 — 50     |
| o-Toluidine .....              | 27 — 30     |
| p-Toluidine .....              | 1.75 — 1.85 |
| m-Toluylenediamine .....       | 1.15 — 1.25 |
| Triphenyl Phosphate .....      | 1.00 — 1.05 |
| Xylidine .....                 | 45 — 50     |

## COAL-TAR COLORS

## ACID COLORS:

|                     |             |
|---------------------|-------------|
| Black .....         | 1.00 — 1.30 |
| Blue .....          | 1.00 — 5.00 |
| Brown .....         | 1.25 — 2.00 |
| Fuchsin .....       | 2.50 — 3.50 |
| Green .....         | 2.70 — 6.00 |
| Orange II .....     | 70 — 80     |
| Orange III .....    | 60 — 75     |
| Red .....           | 1.30 — 1.50 |
| Scarlet .....       | — 1.00      |
| Violet 10B .....    | — 6.50      |
| Alpine Yellow ..... | 2.00 — 2.50 |
| Nominal .....       |             |

|                                |               |
|--------------------------------|---------------|
| Azo Yellow .....               | — 2.00        |
| Azo Yellow, green shade ..     | 3.50 — 4.50   |
| Brilliant Delphine B.S. ....   | 3.50 — 4.50   |
| Erythrosin .....               | 12.00 — 14.00 |
| Fast Light Yellow, 2-G. ....   | — 4.50        |
| Fast Red, 6B extra, cont. .... | — 3.00        |
| Indigotin, conc. ....          | 3.00 — 3.50   |
| Indigotin, paste .....         | 1.50 — 1.60   |
| Naphthol Green .....           | — 1.95        |
| Naphthylamine Red .....        | 6.75 — 7.50   |
| Orange, R. G. ....             | 1.10 — 1.75   |
| Orange, Y conc. ....           | 70 — 85       |
| Patent Blue, Swiss Type .....  | 9.00 — 10.00  |
| Ponceau .....                  | — 1.25        |
| Scarlet 2R .....               | 1.00 — 1.10   |
| Tartrazin, Dom. ....           | — 1.85        |
| Uranine .....                  | 10.00 — 11.00 |
| Wool Green S. Swiss. ....      | — 7.00        |

## DIRECT COLORS:

|                             |             |
|-----------------------------|-------------|
| Black .....                 | 90 — 1.00   |
| Sky Blue, conc. ....        | — 4.00      |
| Sky Blue, 5Bx .....         | — 2.00      |
| Blue 2B .....               | 70 — 1.00   |
| Brown R .....               | 1.65 — 1.80 |
| Brown G .....               | 1.85 — 1.70 |
| Bordeaux .....              | 1.75 — 2.50 |
| Fas: Black .....            | — 7.50      |
| Fast Pink .....             | 3.50 — 4.00 |
| Fast Red .....              | 3.50 — 6.00 |
| Yellow .....                | 1.50 — 2.50 |
| Violet cont. ....           | 2.00 — 4.00 |
| Violet cont. ....           | 2.20 — 2.50 |
| Benzopurpurin, 10 B. ....   | 3.50 — 4.00 |
| Benzopurpurin, 4 B. ....    | — 1.95      |
| Chrysophenid, Dom. ....     | 2.25 — 2.50 |
| Congo Red 4B Type. ....     | 90 — 1.10   |
| Diamine Sky Blue F. F. .... | 5.00 — 5.25 |
| Geramin .....               | 8.75 — 9.25 |
| Oxamine Violet .....        | 7.00 — 8.00 |

## OIL COLORS:

|                          |             |
|--------------------------|-------------|
| Black .....              | 70 — 1.00   |
| Blue .....               | 1.65 — 2.00 |
| Orange .....             | 1.40 — 1.50 |
| Red III .....            | 1.65 — 2.00 |
| Scarlet .....            | 1.75 — 2.00 |
| Yellow .....             | 1.70 — 2.00 |
| Nigrosine, Oil Sol. .... | 90 — .95    |

## SULFUR COLORS:

|              |             |
|--------------|-------------|
| Black .....  | 20 — .30    |
| Blue .....   | 70 — 1.35   |
| Brown .....  | 35 — .45    |
| Green .....  | 1.00 — 2.00 |
| Yellow ..... | 90 — 1.00   |

## CHROME COLORS:

|                                |               |
|--------------------------------|---------------|
| Alizarin Blue, bright. ....    | 7.75 — 9.25   |
| Alizarin, medium .....         | 6.25 — 7.50   |
| Alizarin Brown, conc. ....     | — 2.50        |
| Alizarin Cyanine .....         | 10.00 — 12.00 |
| Alizarin Orange .....          | 1.55 — 1.90   |
| Alizarin Red, 20 p.c. Paste .. | 1.10 — 1.25   |
| Alizarin Yellow G. ....        | 95 — 1.00     |
| Alizarin Yellow R. ....        | — 1.50        |
| Chrome Black, Dom. ....        | 1.25 — 1.85   |
| Chrome Black, Imp. ....        | 2.20 — 2.50   |
| Chrome Blue .....              | 2.50 — 2.75   |
| Chrome Brown .....             | 1.25 — 1.50   |
| Chrome Green, Dom. ....        | — 2.00        |
| Chrome Red .....               | — 2.00        |
| Chrome Yellow .....            | — .65         |
| Galloycyanin .....             | 2.80 — 3.50   |

## BASIC COLORS:

|                                 |               |
|---------------------------------|---------------|
| Aikali Blue .....               | 85 — 1.45     |
| Auramine O .....                | 2.50 — 3.25   |
| Auramine OO .....               | 4.15 — 4.25   |
| Bismarck Brown R. ....          | 70 — .90      |
| Bismarck Brown G. ....          | 1.20 — 1.30   |
| Brilliant Green Crystals. ....  | 6.00 — 7.00   |
| Chrysoidin R .....              | 75 — .95      |
| Chrysoidin Y .....              | 75 — .85      |
| Cresatol Violet .....           | 5.00 — 6.00   |
| Emerald Green, Crystals. ....   | 8.00 — 8.80   |
| Indigo 20 p.c. paste. ....      | 85 — .95      |
| Fuchsin Crystals, Dom. ....     | — 6.00        |
| Fuchsin Base .....              | 4.50 — 5.50   |
| Magenta Dom. ....               | 4.25 — 4.75   |
| Malachite Green, Crystals. .... | 4.50 — 5.00   |
| Malachite Green, Powd. ....     | 3.00 — 3.50   |
| Methylene Blue, tech. ....      | 2.75 — 3.75   |
| Methyl Violet, 3B. ....         | 3.50 — 3.75   |
| Methyl Violet, 6B. ....         | 4.50 — 5.00   |
| Nigrosine, spts. sol. ....      | — .85         |
| Nicrosine, water sol., blue ..  | — .70         |
| Phosphine G, Domestic. ....     | 7.00 — 10.00  |
| Rhodamine B. ex. cont. ....     | 40.00 — 45.00 |
| Safranine .....                 | 3.50 — 4.50   |
| Victoria Blue B. ....           | 5.00 — 5.50   |
| Victoria Blue, base, Dom. ....  | 5.00 — 5.50   |
| Victoria Blue, crys. ....       | 6.00 — 6.50   |
| Victoria Green .....            | 6.00 — 7.00   |
| Victoria Red .....              | 7.00 — 8.00   |
| Victoria Yellow .....           | 7.00 — 8.00   |
| Violamine R & B. ....           | — 6.00        |





## CAMBELLINE OIL COLORS

Pure Bright Shades

Suitable or

Wood Stains      Shoe Polish  
Wax Trade      Leather Dressings  
Oil and Varnishes

Write for Samples and Price Quotations

Established 1876

**JOHN CAMPBELL & CO.**

75 Hudson Street, New York



CABLE CODE  
"Mycellium" New York—A.B.C.  
Code—4th-5th-6th Editions  
Bentley's—Western Union



## DICKS, DAVID COMPANY

MANUFACTURERS OF

DYESTUFFS & CHEMICALS

### ANILINE COLORS

BASIC      CHROME      ACID  
DIRECT      SULPHUR      OIL & VAT

*Specialties for all purposes*

WORKS

Chicago Heights  
Illinois

MAIN OFFICE

Varick and No. Moore Sts.  
New York City

**DUPONT**

## PHARMACEUTICALS

Anesthesia Ethers  
Cotton Process Ether  
Creosote Carbonate  
Crystal Guaiacol  
Guaiacol Carbonate  
Liquid Guaiacol  
Surgical Collodions  
Salicylic Acid

*All products conform to the Specifications of the United States Pharmacopoeia*

E. I. du Pont de Nemours & Company, Inc.  
Sales Dept.: Chemical Products Division  
WILMINGTON, DELAWARE

New York, N. Y. . . . 21 E. 40th St.  
Chicago, Illinois . . . McCormick Bldg.  
San Francisco, Cal. . . . Chronicle Bldg.  
Boston, Mass. . . . Harvey Bldg.  
Columbus, Ohio . . . . . Gable Bldg.

## ALL SOLUBLE

FINEST SPRAY  
WHOLE EGG

FINEST SPRAY  
EGG YOLK

PRIME HEN  
ALBUMEN CRYSTALS

PRIME HEN  
ALBUMEN POWDER

for prompt New York shipment

**A. Klipstein & Co.**

644-52 Greenwich St.  
New York City

# Tanning Materials, Starches, Fats, Oils and Greases

## NATURAL DYESTUFFS

|                                    |     |        |          |
|------------------------------------|-----|--------|----------|
| Annatto, fine .....                | lb. | .32    | — .33    |
| Seed .....                         | lb. | .064   | — .051/4 |
| Carmine No. 40 .....               | lb. | 5.75   | — 5.80   |
| Cochineal .....                    | lb. | .60    | — .62    |
| Gambler, see tanning .....         |     |        |          |
| Indigo, Bengal .....               | lb. | —      | — 2.25   |
| Oudes .....                        | lb. | 2.00   | — 2.25   |
| Guatemala .....                    | lb. | 1.90   | — 2.00   |
| Kurpahs .....                      | lb. | 1.60   | — 1.90   |
| Madras .....                       | lb. | .85    | — .95    |
| Madder, Dutch .....                | lb. | .28    | — .30    |
| Nutgalls, blue Aleppo .....        | lb. | .20    | — .23    |
| Chinese .....                      | lb. | .32    | — .35    |
| Quercitron Bark, see tanning ..... |     |        |          |
| Turmeric, Madras .....             | lb. | .081/2 | — .09    |
| Aleppy .....                       | lb. | .073/4 | — .083/4 |

## DYEWOODS

|                                    |     |        |         |
|------------------------------------|-----|--------|---------|
| Barwood .....                      | lb. | .06    | — .08   |
| Camwood, chips .....               | lb. | .16    | — .20   |
| Fustic, sticks .....               | ton | 37.00  | — 38.00 |
| Chips .....                        | lb. | .04    | — .06   |
| Hyperic, chips .....               | lb. | .061/2 | — .07   |
| Logwood Sticks .....               | ton | 30.00  | — 40.00 |
| Chips .....                        | lb. | .03    | — .05   |
| Quercitron Bark, see tanning ..... |     |        |         |
| Red Saunders .....                 | lb. | .12    | — .13   |

## DYE EXTRACTS

Note: Range of prices on dye extracts includes quality range for large quantity.

|                                      |     |        |          |
|--------------------------------------|-----|--------|----------|
| Archil, Double .....                 | lb. | .24    | — .27    |
| Triple .....                         | lb. | —      | — .19    |
| Concentrated .....                   | lb. | .24    | — .27    |
| Cutch, Mangrove, see Tanning .....   |     |        |          |
| Rangoon, boxes .....                 | lb. | .15    | — .18    |
| Liquid .....                         | lb. | .11    | — .13    |
| Tablet .....                         | lb. | .13    | — .14    |
| Cudbear, French .....                | lb. | —      | — .26    |
| English .....                        | lb. | 2.00   | — .26    |
| Concentrated .....                   | lb. | 1.4    | —        |
| Flavine .....                        | lb. | 1.00   | — 1.50   |
| Fustic, Solid .....                  | lb. | .21    | — .30    |
| Crystals .....                       | lb. | .30    | — .40    |
| Liquid, 51 deg. .....                | lb. | .14    | — .18    |
| Gall .....                           | lb. | .25    | — .27    |
| Hematin Extract 51 deg. .....        | lb. | .12    | — .14    |
| Crystals .....                       | lb. | .23    | — .30    |
| Hyperic, liquid, 51 deg. .....       | lb. | .20    | — .30    |
| Logwood, solid .....                 | lb. | .20    | — .28    |
| 51 deg., Twaddle .....               | lb. | .11    | — .13    |
| Orange Orange, Extract 42 deg. ..... | lb. | .06    | — .16    |
| Crystals .....                       | lb. | —      | — .20    |
| Persian Berries .....                | lb. | .45    | — .47    |
| Quebracho, see tanning .....         |     |        |          |
| Quercitron, 51 deg. .....            | lb. | .071/2 | — .081/2 |
| Powdered, 100 p.c. .....             | lb. | .14    | — .18    |

## MISCELLANEOUS DYESTUFFS

|                              |     |      |          |
|------------------------------|-----|------|----------|
| Albumen, Egg, edible .....   | lb. | .50  | — .70    |
| Technical .....              | lb. | .40  | — .45    |
| Blood, imported .....        | lb. | —    | — .70    |
| Domestic .....               | lb. | .40  | — .42    |
| Prussian blue .....          | lb. | .80  | — .85    |
| Soluble .....                | lb. | 1.00 | — 1.25   |
| Spray yolk .....             | lb. | .40  | — .45    |
| Turkey Red Oil .....         | lb. | .11  | — .16    |
| Zinc Dust, prime heavy ..... | lb. | .12  | — .14    |
| 100-lb. tins .....           | lb. | —    | — .131/4 |
| 50-lb. casks .....           | lb. | —    | — .123/4 |
| Carload lots .....           | lb. | —    | — .12    |

## DEXTRINS AND STARCHES

|                                 |              |        |          |
|---------------------------------|--------------|--------|----------|
| British Gum .....               | per 100 lbs. | 5.00   | — 5.50   |
| Dextrin, Corn, white or .....   |              |        |          |
| yellow .....                    | per 100 lbs. | 4.30   | — 4.40   |
| Potato, white or canary .....   | lb.          | .09    | — .10    |
| Starch, Powd. bags .....        | 100 lbs.     | 3.18   | — 3.28   |
| Pearl, bags .....               | 100 lbs.     | 3.08   | — 3.18   |
| Potato, Domestic .....          | lb.          | .07    | — .071/4 |
| Imported, duty paid .....       | lb.          | .061/2 | — .07    |
| Tapioca flour, high grade ..... | lb.          | .06    | — .07    |
| Medium grade .....              | lb.          | .04    | — .05    |
| Low grade .....                 | lb.          | .03    | — .04    |

\*Nominal

## Tanning Materials

|                                  |     |       |         |
|----------------------------------|-----|-------|---------|
| Algarobilla .....                | ton | —     | —       |
| Divi Divi .....                  | ton | 60.00 | — 65.00 |
| Hemlock Bark .....               | ton | 16.00 | — 18.00 |
| Mangrove, African, 38 p.c. ..... | ton | 72.00 | — 75.00 |
| Bark, S. A .....                 | ton | 67.00 | — 70.00 |
| Myrobalans, J1 .....             | ton | 35.00 | — 40.00 |
| J2 .....                         | ton | 30.00 | — 35.00 |
| B1 .....                         | ton | 38.00 | — 40.00 |
| B2 .....                         | ton | 35.00 | — 38.00 |
| R2 .....                         | ton | 30.00 | — 35.00 |
| Oak Bark .....                   | ton | 20.00 | — 23.00 |
| Ground .....                     | ton | —     | — 25.00 |
| Quercitron Bark rough .....      | ton | 13.00 | — 15.00 |
| Ground .....                     | ton | 27.00 | — 29.00 |
| Sumac, Slilly, 28 p.c. tan ..... | ton | —     | — 75.00 |
| Virginia, 25 p.c. tan .....      | ton | 65.00 | — 70.00 |
| Valonia Cups 28-33 p.c. .....    | ton | 45.00 | — 55.00 |
| Beard, 40 p.c. .....             | ton | 70.00 | — 80.00 |
| Wattle Bark .....                | ton | 70.00 | — 75.00 |

## TANNING EXTRACTS

|  |     |        |          |
|--|-----|--------|----------|
| Chestnut, clarified, 25 p.c. tan ..... | lb. | .033/4 | — .04    |
| bbils., f.o.b. wks. .....              | lb. | .091/4 | — .093/4 |
| Decolorized, 25 p.c. bbils. .....      | lb. | .30    | — .311/2 |
| Powdered, 60 p.c. .....                | lb. | .091/2 | — .101/2 |
| Gambler, 25 p.c. tan liq. .....        | lb. | .071/2 | — .08    |
| Common .....                           | lb. | .10    | — .12    |
| Cubes, Singapore .....                 | lb. | .081/2 | — .091/2 |
| Hemlock, 25 p.c. tan works. .....      | lb. | .041/4 | — .05    |
| Larch, 25 p.c. tan .....               | lb. | .091/2 | — .093/4 |
| Crystals, 30 p.c. tan .....            | lb. | .091/2 | — .10    |
| Mangrove, 55 p.c. tan .....            | lb. | .061/2 | — .071/2 |
| Liquid, 33 p.c. tan .....              | lb. | .071/2 | — .08    |
| Myrobalans, liq., 23-25 p.c. tan ..... | lb. | .12    | — .121/2 |
| Solid, 50 p.c. tan .....               | lb. | .07    | — .071/2 |
| Substitute, liq., 23-25 p.c. .....     | lb. | .061/4 | — .07    |
| Oak Bark, liquid, 23-25 p.c. tan ..... | lb. | .041/2 | — .05    |
| Tanks .....                            | lb. | .041/2 | — .05    |
| Quebracho, liquid, 35 p.c. tks. .....  | lb. | .03    | — .051/2 |
| Barrels .....                          | lb. | .061/2 | — .07    |
| 35 p.c. tan, bleaching .....           | lb. | .07    | — .08    |
| Solid, 65 p.c. tan ordinary .....      | lb. | .011/4 | — .011/2 |
| Clarified .....                        | lb. | .021/4 | — .03    |
| Spruce, liquid, 25 p.c. tan, .....     | lb. | .071/2 | — .08    |
| works, tanks .....                     | lb. | —      | —        |
| Powd., 50 p.c. tan .....               | lb. | —      | —        |
| Sumac, liquid, tan .....               | lb. | —      | —        |

## Oils

### ANIMAL AND FISH

(Carloads)

|                                   |       |        |          |
|-----------------------------------|-------|--------|----------|
| Cod Newfoundland .....            | gal.  | —      | —        |
| Second Hands .....                | gal.  | —      | —        |
| Domestic, prime .....             | gal.  | —      | —        |
| Cod Liver, Newfoundland .....     | bbil. | 43.00  | — 45.00  |
| Norwegian .....                   | bbil. | 45.00  | — 50.00  |
| Degras, American .....            | lb.   | .06    | — .063/4 |
| English .....                     | lb.   | .061/4 | — .063/4 |
| Neutral .....                     | lb.   | .10    | — .13    |
| Herring .....                     | gal.  | —      | — .65    |
| Horse .....                       | lb.   | .11    | — .12    |
| Lard prime .....                  | gal.  | —      | — 1.30   |
| Off prime .....                   | gal.  | —      | — 1.10   |
| No. 1 .....                       | gal.  | —      | — .92    |
| Extra, No. 1 .....                | gal.  | —      | — .97    |
| No. 2 .....                       | gal.  | —      | — .90    |
| Menhaden, Light strained .....    | gal.  | —      | — .55    |
| Yellow, bleached .....            | gal.  | —      | — .58    |
| Extra, bleached, winter .....     | gal.  | —      | — .60    |
| Blown .....                       | gal.  | —      | — .70    |
| Crude, f.o.b. works, bbils. ..... | gal.  | —      | — .30    |
| *Tanks .....                      | gal.  | —      | — .20    |
| Neatsfoot, 20 deg. .....          | gal.  | —      | — 1.65   |
| 30 deg., cold test .....          | gal.  | —      | — 1.60   |
| 40 deg., cold test .....          | gal.  | —      | — 1.50   |
| Prime .....                       | gal.  | 1.85   | — 1.65   |
| Oleo, Oil .....                   | lb.   | .14    | — .171/2 |
| Red Distilled .....               | lb.   | .081/4 | — .09    |
| Saponified .....                  | lb.   | .09    | — .093/4 |
| Sod .....                         | lb.   | —      | —        |
| Sperm bleached winter .....       |       |        |          |
| 38 deg., cold test .....          | gal.  | —      | — 1.80   |
| 45 deg., cold test .....          | gal.  | —      | — 1.75   |

\*Nominal

|                                    |      |      |          |
|------------------------------------|------|------|----------|
| Stearic Acid, single pressed ..... | lb.  | —    | — .15    |
| Double pressed .....               | lb.  | —    | — .151/2 |
| Triple pressed .....               | lb.  | —    | — .161/2 |
| Tallow, acidless .....             | gal. | 1.25 | — 1.30   |
| Whale, natural winter .....        | gal. | —    | — .90    |
| Bleached, winter .....             | gal. | —    | — .95    |
| Crude, tanks, Coast .....          | lb.  | .05  | — .051/4 |

## VEGETABLE OILS

|                                     |      |         |          |
|-------------------------------------|------|---------|----------|
| Castor, No. 1 bbils. .....          | lb.  | .22     | — .121/2 |
| Cases .....                         | lb.  | .13     | — .14    |
| No. 3 .....                         | lb.  | .111/2  | — .12    |
| China Wood Oil, bbils. .....        | lb.  | .111/2  | — .12    |
| Coast, bbils. .....                 | lb.  | .091/2  | — .10    |
| Cocunut Dom. Ceylon, bbils. .....   | lb.  | .131/2  | — .14    |
| Tanks, Spot .....                   | lb.  | .121/2  | — .123/4 |
| Cochin, bbils., Dom. .....          | lb.  | .141/2  | — .15    |
| Tanks .....                         | lb.  | .141/2  | — .151/4 |
| Manila, tanks, coast .....          | lb.  | .10     | — .101/2 |
| Edible .....                        | lb.  | .16     | — .161/2 |
| Copra, Pacific Coast .....          | lb.  | .06     | — .061/4 |
| Corn, refined, bbils. .....         | lb.  | .131/4  | — .14    |
| Crude Tanks Shipping pt. .....      | lb.  | .08     | — .081/2 |
| Barrels .....                       | lb.  | .091/2  | — .10    |
| Cottonseed, Crude, f. o. o. .....   |      |         |          |
| mills, in buyers' tanks .....       | lb.  | —       | — .061/4 |
| Prime Summer, Yel. bbils. .....     | lb.  | .091/4  | — .10    |
| *White .....                        | lb.  | —       | —        |
| Winter yellow .....                 | lb.  | .121/2  | — .123/4 |
| Linseed, raw, car lots .....        | gal. | .82     | — .85    |
| 5 barrel lots .....                 | gal. | .85     | — .87    |
| Bolled, 5-bbl. lots .....           | gal. | .87     | — .89    |
| Double Bolled, 5-bbl. lots .....    | gal. | —       | —        |
| Raw tanks .....                     | gal. | .75     | — .77    |
| English, Shipment, bbils. .....     | gal. | .75     | — .80    |
| Olive, denatured .....              | gal. | 2.75    | — 2.85   |
| Edible .....                        | gal. | 3.40    | — 3.60   |
| Foots .....                         | lb.  | .10     | — .11    |
| Palm Lagos, casks .....             | lb.  | .081/2  | — .09    |
| *Benin .....                        | lb.  | —       | — .081/4 |
| Niger .....                         | lb.  | .08     | — .081/4 |
| Palm Kernel, domestic .....         | lb.  | .14     | — .141/4 |
| Imported .....                      | lb.  | .131/4  | — .131/2 |
| Peanut Oil, refined .....           | lb.  | .131/2  | — .14    |
| Crude, f.o.b. mills tanks .....     | lb.  | .081/2  | — .083/4 |
| Oriental, coast, tanks .....        | lb.  | .081/2  | — .083/4 |
| Crude, Bbils., spot .....           | lb.  | —       | —        |
| Perilla, coast tanks .....          | lb.  | .09     | — .091/2 |
| Bbils., N. Y. .....                 | lb.  | —       | —        |
| Poppy Seed .....                    | gal. | —       | — 3.25   |
| Rapeseed, ref'd bbl. .....          | gal. | 1.10    | — 1.20   |
| Tanks Coast .....                   | gal. | 1.131/4 | — .12    |
| Blown .....                         | gal. | 1.30    | — 1.40   |
| *Sesame, domestic, edible .....     | gal. | —       | — 2.25   |
| *Imported .....                     | gal. | —       | —        |
| Soya Bean, tanks, Coast, Dec. ..... | lb.  | .051/2  | — .053/4 |
| Futures .....                       | lb.  | .053/4  | — .06    |
| New York, bblig., crude .....       | lb.  | .081/2  | — .09    |
| Edible .....                        | lb.  | .11     | — .111/2 |
| Walnut, Crude .....                 | lb.  | .14     | — .15    |

## GREASES, LARDS, TALLOW

(New York Markets)

|                      |     |        |          |
|----------------------|-----|--------|----------|
| Grease, white .....  | lb. | —      | — .07    |
| Yellow .....         | lb. | —      | — .05    |
| House .....          | lb. | —      | — .05    |
| Brown .....          | lb. | .04    | — .041/4 |
| Lard City .....      | lb. | —      | — .141/4 |
| Compound .....       | lb. | .121/2 | — .13    |
| Stearine, lard ..... | lb. | —      | — .22    |
| Oleo .....           | lb. | .081/2 | — .09    |
| Tallow, edible ..... | lb. | —      | — .08    |
| City, Special .....  | lb. | .061/2 | — .063/4 |

(Chicago Markets)

|                            |     |        |          |
|----------------------------|-----|--------|----------|
| Tallow, edible .....       | lb. | .071/4 | — .071/4 |
| City Fancy .....           | lb. | .063/4 | — .07    |
| Prime Packers .....        | lb. | .061/2 | — .063/4 |
| Grease, Choice White ..... | lb. | .081/4 | — .081/2 |
| "B" White .....            | lb. | —      | — .051/2 |
| Yellow .....               | lb. | —      | — .041/2 |
| Brown .....                | lb. | .081/2 | — .083/4 |
| Bone .....                 | lb. | .031/2 | — .04    |
| House .....                | lb. | .04    | — .041/4 |
| Stearine, prime Oleo ..... | lb. | .08    | — .081/4 |
| Lard leaf .....            | lb. | —      | — .151/2 |

## OIL CAKE AND MEAL

|  |           |         |         |
|--|-----------|---------|---------|
| *Cottonseed Cake, f.o.b. Texas .....   |           | —       | —       |
| f.o.b. New Orleans .....               |           | —       | —       |
| Cottonseed, Meal, f.o.b. Atlanta ..... | 45.00     | — 50.00 |         |
| Columbia .....                         |           | —       | —       |
| New Orleans .....                      | ton       | —       | —       |
| *Corn Cake .....                       | short ton | —       | —       |
| Meal Chicago .....                     | short ton | 53.00   | — 56.00 |
| Linseed cake, dom. .....               | short ton | 45.00   | — 47.00 |
| Linseed Meal .....                     | short ton | 48.00   | — 50.00 |

\*Nominal

# BENZOATE of SODA BENZOIC ACID

Not made by the chlorine method,  
therefore chlorine free.

## HERRICK & VOIGT

*Importers* *Exporters*  
*Merchants*

1 LIBERTY STREET NEW YORK CITY

# NICHOLS COPPER CO.

*Refiners of Copper*

Manufacturers of



# Copper Sulphate

(Blue Vitriol)

**Guaranteed 99% Pure**

Its high copper content makes for economy  
and the best service.

25 BROAD STREET, NEW YORK

Telephone Broad 2620

Cable "ACIDSMELL"



Acetate Soda  
Nitrate Strontia  
Oxalic Acid Imported  
Red Prussiate Potash  
Caustic Potash 88/92%  
Red Arsenic "Hoboken Brand"  
Caustic Soda Fused and Granular  
Naphthalene Refined Flakes and Balls  
Permanganate Potash U.S.P. and Tech.  
Sal Ammonia Gran. White  
and Rough Gray

THE

## ROESSLER & HASSLACHER CHEMICAL CO.

709-717 Sixth Ave., Cor. 41st St.

NEW YORK

North Star Products

# LANOLINE--U.S.P.

(Adeps Lanæ)

HYDROUS—ANHYDROUS  
HIGHEST QUALITY COLOR PERFECT  
ODORLESS LOWEST PRICES

# NEUTRAL WOOL FAT

A COLOR AND GRADE  
FOR EVERY REQUIREMENT

# WOOL GREASE

ALL GRADES

Trade



Mark

Send for samples and prices

## NORTH STAR CHEMICAL WORKS

Inc.

LAWRENCE, MASS.

"America's Original Refiner of Lanoline"

Export Agents Stanley, Jordan & Company, Inc. 93 Water St. New York



## Imports of Chemicals, Dyestuffs, Drugs, etc.

Imports from December 4 to December 11

**ACIDS**—Tartaric, 100 kegs, Guaranty Trust Co., London; 350 csk., 290 pkgs., W. Neuberg, Rotterdam

**ALCOHOL**—100 drums, 100 drums, New York Industrial Alcohol Co., San Juan

**ALMOND MEAL**—30 cs., Ungerer & Co., London

**ALMONDS**—15 bgs., F. Finazzo, Palermo; 5 bgs., L. Perero, Palermo; 10 bgs., J. B. Zuchero, Palermo; 10 bgs., 1 bgs., F. Megotesta, Palermo; 15 bgs., Schroeder Bros., Barcelona; Shelled, 30 bgs., Jenkins, Richard Co., Hamburg

**ALOES**—150 cs., Suzarte & Whitney, Curacao; 50 cs., R. Desvergne

**ALUM**—Potash, 15 bbls., Farmer's Loan & Trust Co., Hamburg

**ANILINE COLORS**—4 csk., Franklin Import & Export Co., Hamburg; 15 pkgs., Heller & Merz Co., Havre; Dyes, 6 cylinders, American Dyewood Co., Antwerp; 6 cylinders, C. F. Sykes & Co., Antwerp; 4 cylinders, Sanz Chemical Works, Inc., Antwerp; 3 cylinders, New York Color & Chemical Co., Antwerp; 6 csk., Aniline Dyes & Chemical Co., Antwerp; 3 csk., 9 cylinders, F. Bredt & Co., Antwerp; 4 cylinders, L. B. Fortner & Co., Antwerp

**ARCHIL**—12 csk., Earle & Co., Liverpool

**BALSAM**—23 cs., Mercantile Bank of America, Colon

**BARK**—Cascarilla, 100 csk., American Trading Co., Guayaquil; 11,000 bgs., Evans & Woodhead, Singapore; Quillaia, 191 bbls., W. R. Grace & Co., Valparaiso

**BAY RUM**—32 bbls., Born Distilling Co., San Juan; 20 bbls., Lehn & Fink, San Juan; 10 bbls., Schieffelin & Co., San Juan

**BEANS**—Cocoa, 332 bgs., Amsinck & Co., Colon; 533 csk., Ultramarcs Corporation, Colon; 1,500 bgs., Guaranty Trust Co., Bahia; 1,500 bgs., Bank of New York, Bahia; 100 bgs., Yglesias & Co., Puerto Plata; 250 bgs., W. R. Grace & Co., Trinidad; 39 bgs., Middleton & Co., Dominica; 500 csk., International Overseas Corporation, Bahid De Caraquez; 147 csk., P. Calvet & Co., Bahid De Caraquez; 100 csk., I. Brandon & Bros., Bahid De Caraquez; 6,600 csk., Mercantile Bank of America, Bahid De Caraquez; 5,038 bgs., Mercantile Bank of America, Puerto Bolivar; 1,300 bgs., Ultramarcs Corporation, Guayaquil; 400 bgs., Irving National Bank, Guayaquil; 90 bgs., Lyon & Co., Jeremie; 40 bgs., H. Mann & Co., Cape Hatti; 103 bgs., American Express Co., La Guayra; 54 bgs., Fruit Dispatch Co., Port Limon; 460 cs., H. Hamstra & Co., Rotterdam; 1 pge., American Express Co., Rotterdam; 75 bgs., Innes & Co., Sanchez; 259 bgs., W. Schall & Co., Sanchez; 50 bgs., W. R. Grace & Co., Sanchez; 50 bgs., Yglesias & Co., Sanchez; 145 bgs., F. Ricart & Co., Sanchez; 266 bgs., Yglesias & Co., Puerto Plata; Powdered, 4 cs., American Express Co., Rotterdam; Vanilla, 30 cs., Dodge & Olcott Co., Marseilles; 21 cs., J. N. Lumbert & Co., Marseilles; 5 cs., H. Marquardt & Co., Puerto Plata

**BERRIES**—Cubeb, 6 bgs., National Bank of South Africa

**CINCHONIDINE**—Sulfate, 1 cs., R. F. Downing & Co., London

**COCOA BUTTER**—100 bgs., Daarnhower & Co., Hamburg

**COTTONSEED MEAL**—12 pkgs., United West India Corporation, Port Au Prince

**CRESOL**—250 csk., Celluloid Co., Hamburg

**DEXTRINE**—500 bgs., F. G. Hall Trading Corporation, Hamburg

**DIVI DIVI**—261 bgs., Scholtz & Co., Trinidad

**EMERY**—1 cs., Caldwell & Co., Havre

**EXTRACTS**—Quebracho, 821 bgs., Central Union Trust Co., Buenos Aires; Tannic, 445 bgs., Marden, Orth & Hastings, Cartagena; Vanilla, 25 cs., K. Mendell & Co., Puerto Mexico

**GAMBIER**—921 cs., L. Littlejohn & Co., Singapore; Cube, 211 bgs., Kidder, Peabody & Co., Liverpool

**GELATIN**—20 bbls., Huth, Gillespie & Co., Marseilles

**GREASE**—Lubricating, 1 cs., Wells Fargo Express Co., Vera Cruz

**GUM**—Arabic, 1 cs., Munson Steamship Line, Genoa; Chicle, 1,354 bgs., 526 bbls., Amer-

ican Express Co., Vera Cruz; 1,330 bgs., Mexican Express Co., Vera Cruz; 123 bbls., A. Rithari, Progresso; Copal, 100 cs., G. W. S. Patterson & Co., Singapore; 280 bgs., G. H. Lincke, Antwerp; Damar, 150 cs., S. Winterbourne & Co., Batavia; 290 cs., Java-Holland-American Handels Co., Batavia; 200 cs., International Banking Corporation, Batavia; 400 cs., International Banking Corporation, Singapore; Kauri, 78 bgs., 25 csk., International Banking Corporation, Auckland; 30 cs., Bowring & Co., Auckland; 148 cs., 168 bgs., Brown Bros. & Co., Auckland; 604 cs., 98 csk., Smith & Shipper, Auckland; 4 cs., 4 csk., Balfour, Williamson & Co., Auckland; 569 pkgs., Bank of Montreal, Auckland; 332 cs., Bank of South Africa, Auckland; 400 csk., Standard Bank of South Africa, Auckland; 1 cs., Allied British Commerce, Auckland

**HENNA**—Powder, 1 cs., E. Arden, London

**HERBS**—10 cs., Towns & James, Hamburg; 50 bbls., Bernard Jude & Co., Genoa; 7 bbls., F. L. Kraemer & Co., Rotterdam; 2 bbls., J. Goldberg, Havre

**HOPS**—482 bbls., American Express Co., Hamburg; 45 bbls., Globe Shipping Co., Rotterdam; 10 bbls., R. F. Downing & Co., Rotterdam; 50 bbls., J. Sonnenheim, Rotterdam; 10 bbls., Hirsch & Schofield, Rotterdam; 15 bbls., 100 bgs., American Express Co., Rotterdam; 78 bbls., J. Sonnenschein, Rotterdam

**HYDROSULFITE**—Dye, 116 csk., Kuttroff, Pickhardt & Co., Rotterdam

**INDIGO**—1 cs., National City Bank, Havre

**IRON OXIDE**—300 bbls., Downes & Co., Barcelona; 20 csk., J. H. Rhodes & Co., Liverpool; 16 csk., 16 csk., J. H. Rhodes & Co.

**ISINGLASS**—2 bbls., A. P. Villa & Bros., Para

**KOLA NUTS**—13 bgs., J. L. Hopkins & Co., London

**LARD**—200 tubs, Rohe & Bros., Mayaguez

**LEAVES**—Senna, 34 bbls., Caracanda Bros., Alexandria

**LEECHES**—9 tubs, Lunman & Moore, Naples

**MADDER LAKE**—2 csk., Sieman & Elting, London; 7 csk., Irving National Bank, London

**MAGNESIUM**—1 pkge., United Fruit Co., Kingston; 10 cs., American Trading Co., Puerto Mexico

**MALT**—Dry, 5 cs., Arkell & Douglas, Shanghai

**MANNA**—10 half cs., 15 cs., Larina & Co., Palermo

**MEDICINAL PREPARATIONS**—143 cs., J. Personel, Genoa; 3 cs., E. Fougere & Co., London

**MICA**—Splittings, 45 cs., Westinghouse Electric Manufacturing Co., Hamburg

**NAPHTHALENE**—8 bbls., P. Freeman & Bros., Rotterdam; Crystals, 53 csk., 25 bbls., Irving National Bank, Marseilles

**NAPHTHOL**—Beta, 10 csk., Helvetia Commercial Co., Genoa

**OILS**—Linseed, 240 bbls., Thornett & Fehr, Hamburg; Olive, 100 bbls., Strohmeier & Arpe Co., Genoa; 2 cs., F. S. Ciregua, Genoa; 200 cs., National Park Bank, Genoa; 250 cs., East River National Bank, Genoa; 200 csk., F. Bertolli, Genoa; 25 cs., Oceano Shipping Co., Genoa; Palm, 118 csk., Thornett & Fehr, Liverpool; Palm Kernel, 21 csk., Jones Chemical Co., Liverpool; Peanut, 15 cs., Asia Trading Co., Shanghai

**OIL ESSENTIAL**—22 cs., Ungerer & Co., London; 12 cs., Fritsche Bros., Hamburg; 12 cs., W. J. Wessels, Rotterdam; 8 cs., Orbis Products Trading Co., Havre; 10 cs., Rockhill & Vietor, Havre; Citronella, 12 drums, Fritsche Bros., Batavia; Lime, 5 cs., Scholtz & Co., Dominica; Linaloe, 5 cs., S. B. Mandel & Co., Vera Cruz

**Orange**, 20 cs., New York & West India Trading Co., Kingston; 20 cs., W. R. Grace & Co., Kingston; 2 cs., F. & S. Maynard & Son, Dominica; Petit Grain, 25 cs., W. R. Grace & Co., Buenos Aires; 33 cs., National Bank of Commerce, Buenos Aires

**PEPTONE**—5 cs., Merck & Co., Hamburg

**PERFUMERY**—3 cs., F. R. Arnold & Co., Hamburg; 1 cs., Renken & Yales Smith Corporation; 1 cs., Stern Bros., Liverpool; 15 cs., Ungerer & Co., Antwerp; 33 cs., E. Utard, Havre; 2 cs., F. Preetzman &

Co., Havre; 4 pkgs., G. Wilford, Havre; 9 cs., F. R. Arnold & Co., Havre; 104 cs., A. H. Smith & Co., Havre; 6 cs., United Drug Co., Havre; 2 cs., F. B. Vandegrift & Co., Havre; 50 cs., B. E. Levy, Havre; 1 cs., American Import & Export Corporation, Havre; 3 cs., Dodge & Olcott, Havre; 1 cs., M. Snedeker Corporation, Havre; 7 cs., American Excelsior Trading Co., Havre; 38 cs., Roger & Gallet, Havre; 5 cs., M. Levy, Havre

**PHARMACEUTICAL PRODUCTS**—10 pkgs., E. Fougere & Co., Havre

**POTASH**—15 csk., Merck & Co., Rotterdam

**QUICKSILVER**—116 flasks, Poillon & Poirier, Puerto Mexico

**QUINIDINE**—Sulfate, 3 cs., McKesson & Robbins, Hamburg

**RICE POWDER**—1 cs., M. J. Corbett & Co., Havre

**ROOTS**—Jalap, 110 bgs., R. Del Castillo, Vera Cruz; 16 bgs., H. Marquardt & Co., Vera Cruz; Sarsaparilla, 40 bbls., D. L. Bretsfelder & Bros., Tampico; 96 bgs., H. Marquardt & Co., Vera Cruz

**SACCHARIN**—1 cs., R. F. Downing & Co., Hamburg

**SAFFRON**—61 bgs., H. Marquardt & Co., Vera Cruz

**SAGO**—Flour, 740 bgs., L. Littlejohn & Co., Singapore

**SEEDS**—Caraway, 150 bgs., Levy & Lewis Co., Rotterdam; 150 bgs., J. D. Nordlinger & Co., Rotterdam; Castor, 43 bgs., Melchior, Armstrong & Dessau, Port Au Prince; Colchicum, 3 bgs., A. Stallman & Co., Rotterdam; Flaxseed, 40,303 bgs., W. H. Muller & Co., Buenos Aires; Mustard, 625 cs., Pacific Orient Co., Shanghai; Parsley, 24 bgs., F. L. Kraemer & Co., Rotterdam; Poppy, 200 bgs., Levy & Lewis Co., Rotterdam; 100 bbls., A. Stallman & Co., Rotterdam; 75 bgs., J. D. Nordlinger, Rotterdam; 100 bgs., Hadjopoulos & Sperco, Inc., Rotterdam; 50 bgs., Catz American Co., Inc., Rotterdam; Rape, 188 bgs., La South America De Cereales, Buenos Aires; 75 bgs., J. D. Nordlinger, Rotterdam; Sesame, 1,060 bbls., Huth & Co., Rotterdam

**SIMARUBA BARK**—11 bgs., Goldsmith & Co., Maracaibo

**SODIUM SALTS**—Hydrosulfite, 16 bbls., Marden, Orth & Hastings, Rio De Janeiro; Nitrate, 5,840 bgs., W. R. Grace & Co., Mollon; 15,467 bgs., W. R. Grace & Co., Iquique; Prussiate, 94 csk., Brown Bros. & Co., Liverpool

**SPICES**—Cloves, 500 cs., Frame & Co., London; Mace, 50 cs., E. Boustead & Co., Penang; Nutmegs, 70 bgs., Innes & Co., Batavia; Pepper, Black, 21 bskts., S. Vivolo, Naples; White, 490 bgs., L. Littlejohn & Co., Singapore; Pimento, 72 bgs., Macy & Dunham, Kingston; 160 bgs., H. Marquardt & Co., Kingston

**STICKLAC**—94 cs., Rogers-Pyatt Shellac Co., Singapore

**TALC**—200 csk., Reichard Coulston, Inc., Genoa; 300 csk., L. A. Salomon, Genoa

**TALLOW**—669 csk., Tupman & Thurlow, Auckland; 60 csk., Booth & Co., Tiaru; 66 csk., Booth & Co., Port Chalmers

**TAPIOCA**, 196 bgs., F. B. Vandegrift & Co., Singapore; Flour, 1,606 bgs., Perkins Glue Co., Batavia; Pearl, 2,663 bgs., E. Boustead & Co., Penang

**TARTAR**—201 bgs., Tartar Chemical Co., Valencia; Cream, 25 csk., American Woodpulp Co., Hamburg

**UREA**—17 cs., Meadows, Wye & Co., Gothenburg

**ULTRAMARINE BLUE**—12 csk., D. C. Kuyper, Liverpool

**WATER**—Mineral, 150 cs., A. Luchow, Rotterdam; 100 cs., Apollinaris Agency Co., Antwerp

**WAX**—Bees, 15 csk., A. J. Root & Co., San Juan; 2 bbls., A. Phillippi & Co., Mayaguez; 80 csk., Guaranty Trust Co., South Pacific Ports; 21 cs., 10 bbls., Guaranty Trust Co., Rotterdam; Carnauba, 14 bgs., A. P. Villa & Bros., Para; 68 bgs., S. H. Oedekeoven, Liverpool; Montan, Crude, 225 bgs., Chemical National Bank, Hamburg

**WHITING**—Powdered, 1,400 bgs., Banker's Trust Co., Antwerp

**ZINC**—Chloride, 120 drums, Brown Bros. & Co., Liverpool

**S. L. JONES & COMPANY**

Established 1849

*Importers and Exporters*

**FOR SALE**  
**Soda Bicarbonate**  
**U. S. P.**

**SPOT PHILADELPHIA**

*Specializing in Chemicals  
 and Crude Drugs*

San Francisco      New York      Portland      Seattle  
 Kobe                  Shanghai      Hongkong

**NEW YORK ADDRESS**  
**40 Wall Street**

Cable Address: Redbois      Telephone John 5222  
 Kobe Address, 114 Higashimachi

**OXALIC ACID**

**Special**  
**Starches & Dextrines**  
 for  
**Special Uses**

**STEIN HALL & CO.**

INCORPORATED

**61 BROADWAY      NEW YORK****T. Fujisawa & Co.**

Manufacturing Chemists

*Importers and Exporters***21 PARK ROW :: NEW YORK CITY**

Telephone Barclay 8283

We offer for prompt delivery

**Japanese Refined Camphor**  
**Bicarbonate of Potash, U.S.P.**  
**Bichloride of Mercury, U.S.P.**  
**Pyrethrum Flower**  
**Valerian Root**  
**Chamomille Flower**

**Main Office**  
**Doshumachi, Osaka, Japan**

Cable Address: Camphrier, Osaka  
 All Codes Used

**CRESYLIC ACID**

All Grades—Spot or Import

**CRESOL U. S. P.****Para Cresol 98-100%****Meta Cresol 96-100%****Phenol U. S. P.**

**SPOT GOODS—IMMEDIATE SHIPMENT**  
 (For Domestic Consumption)

**WILLIAM E. JORDAN, Inc.****9 CLIFF STREET, NEW YORK**

Telephone  
 1758 Beekman

Cable Address  
 "DANJOR"

**BILL BARS MISLEADING PACKAGES***(Special to DRUG AND CHEMICAL MARKETS)*

Washington, D. C., Dec. 15.—The House has passed the bill to amend the act entitled "An act for preventing the manufacture, sale, or transportation of adulterated or misbranded or poisonous or deleterious foods, drugs, medicines, and liquors, and for regulating traffic therein, and for other purposes." The bill as passed by the House is as follows:

"(1) By striking out the period at the end of paragraph "Second," in section 8, in case of foods and inserting in lieu thereof a semicolon, and adding the following clause: 'or if it be in a container so made, formed, or shaped as likely to deceive or mislead the purchaser as to quantity, quality, size, kind, or origin of the food therein.'

"(2) By adding at the end of section 8, in case of food, as amended, a new paragraph, as follows:

"Fifth. If in the package form, and irrespective of whether or not the quantity of the contents be plainly and conspicuously marked on the outside of the package in terms of weight, measure, or numerical count, as provided in paragraph "Third," the package be not filled with the food it purports to contain: Provided, however, That reasonable variations shall be permitted and tolerances shall be established by rules and regulations made in accordance with the provisions of section 3 of this Act."

The penalty will not be enforced on products shipped within six months of the passage of the act.

**NECESSITY FOR TARIFF DISCUSSED**

The Academy of Political Science, which met in New York, last week, heard papers by Edward N. Dingley on "A Tariff Policy for a Creditor Nation"; by Irving T. Bush on "American Foreign Trade Relations"; by Thomas W. Lamont, of J. P. Morgan & Co. on "The Economic Situation in the Orient." Mr. Dingley said the tariff should be such as to give manufacturers, producers and wage earners the benefit which comes from home production and home markets. Mr. Bush urged the development of the Merchant Marine. Mr. Lamont said China offered the greatest single opportunity for American trade in the Far East.

Representative Nicholas Longworth declared that disaster threatened American industries if present tariffs were continued any length of time after the general resumption of international trade. W. S. Kies spoke on immigration and the tariff. He said it would be necessary to protect the key industries of the country.

Carl F. Speh, secretary-treasurer of the Turpentine and Rosin Producers Association, says the business in the United States amounts to \$75,000,000 and that the production in this country represents 85 per cent of the world output. He calls upon lumbermen to aid the producers in keeping up the production in the future.

Minor reductions in employment during November appear in instruments and appliances, drugs and chemicals, paints and dyes, soap and perfumes, miscellaneous chemical products, including products such as starch, glue and fertilizers.

Representative Mott of New York, Republican, has introduced a bill in Congress providing for repeal of the excess profits tax and substitution of a general sales tax of one per cent.

E. F. Wagner, formerly office manager of John Campbell & Co., now occupies a similar position with Dicks, David Co., Inc., New York.

**New Incorporations**

Pacquin, Parfumers, Manhattan, capital \$23,000. Chemicals and toilet articles. L. Frantz, H. M. and J. W. Lester, New Rochelle, N. Y.

White Lake Chemical Co., Jersey City, N. J., capital \$100,000. H. A. Black, C. J. Skinner, Alfred F. McCabe, Jersey City.

Wrigley Pharmaceutical Corporation, Dover, Del., capital \$1,000,000. T. L. Croteau, M. A. Bruce, S. E. Dill, Wilmington, Del.

African Cocoa and Mahogany Co., Manhattan, capital 500 shares preferred stock, \$100 par value; 100 shares common, no par value; active capital \$50,000. E. Larkin, G. Johnston, S. L. Stone, 313 W. 57th st., New York.

New York Dye Co., Owego, N. Y., capital \$25,000. G. W. Gellera, A. and C. W. Dewes, 1088 E. 37th st., Brooklyn.

Naval Stores Corporation of New York, Manhattan, capital \$10,000. D. L. Crowley, P. S. Goldrich, S. W. Kroll, 116 Nassau st., New York.

Cocoa Products Co. of America, Dover, Del., capital \$1,000,000. Frederick W. Hokrer, James A. Adamson, Elmhurst, L. I.; Guy Caborn, New York.

Gotham Chemical Co., Manhattan, capital \$50,000. W. Durham, E. R. McKee, W. J. Ott, 94 John st., New York.

Royal Chemical Products Co., Dover, Del., capital \$500,000. To make paints. Dr. R. Saloshen, Julius W. Schulz, George Slavich, New Orleans, La.

Oak Hurst Lime Co., Ocala, Fla., capital \$30,000. John M. Meffert, C. G. Fraser, Wellington H. Meffert, Ocala.

Levering Fertilizer Co., Baltimore, Md., capital \$100,000. J. Gould Levering, W. G. Kanne, H. Webster Smith, Baltimore.

Southern Testing Laboratories, Birmingham, Ala., capital \$25,000. J. F. Carle, William Makermson, Birmingham.

Henry R. King Co., Louisville, Ky., capital \$20,000. To manufacture chemicals. Harry R. King, R. O. Nicholls, Grace E. King.

Western Paint and Varnish Co., San Francisco, capital \$10,000. R. H. Spence, F. G. Warren and M. F. Silva.

Victor Oxy-Acetylene Equipment Co., San Francisco, capital \$300,000. H. G. Hudson, Milton Bernard, J. Sheriffs, M. Brown, E. H. Higgins.

Stuart Electrolytic Oxy-Hydrogen Co., Reno, Nev., capital \$450,000. Leon S. Mayer, J. N. Morris, C. Ward.

American Vat Color Co., Chicago, Ill., capital \$600,000. John B. Zingrone, George M. Lucas, N. M. Laporte, Chicago.

Colt Dye Works, Paterson, N. J., capital \$125,000. William O. Mickel, W. J. Briody, J. G. Wright, Paterson.

Gordon's Drug Stores, Manhattan, capital \$50,000. A. L. Dingle, D. E. Mayer, M. P. Gordon, 2060 Broadway, New York.

Bordwells, Penn Yan, N. Y., capital \$35,000. Druggists. W. V. Reilly, L. S. Thompson, E. R. Bordwell, Penn Yan.

Colonial Chemical Products Co., Dover, Del., capital \$300,000. Wilber A. McCoy, Pittsburgh; W. I. N. Lofland, Frank Jackson, Dover.

Ambrine Laboratories, Dover, Del., capital \$50,000. Geo. W. Jackson, Clarence O. Wood, East Orange, N. J.; H. H. Philcox, Maplewood, N. J.

George H. More Drug Co., Dover, Del., capital \$1,000,000. T. L. Croteau, M. A. Bruce, S. E. Dell, incorporators for local trust company.

Sampson-Soch Co., Boston, Mass., capital \$150,000. Medical supplies. William Gates, William E. Downey, Eugene J. Harrigan, Ipswich, Mass.

Veritas Chemical Co., Trenton, N. J., capital \$500,000. G. H. Rochester, Albany, N. Y., representative.

Trout Chemical Co., Cadillac, Mich., capital \$250,000. David M. Hancock, Charles H. Pray and Ernest L. Dawson, Thompsonville, Mich.

**Capital Increases**—Florasynth Laboratories, Manhattan, from \$60,000 to \$100,000.

The J. S. Young Co., Baltimore, from \$2,000,000 to \$2,500,000. Manufacture of licpice.

**Designations**—William B. Worner & Co., Delaware, druggists, capital \$2,000,000. Representative, H. E. James, 113 West 18th st., New York.

D. E. Himadi & Co., New Jersey, capital \$125,000. Chemists. Representative, V. R. Sheldrick, 51 Maiden Lane, New York.

The \$4,000,000 by-product plant of the Domestic Coke Corporation at Fairmont, W. Va., was put in operation last week. Three plants were started more than two years ago, and due to delays incident to the war were not fully completed until recently. The plant employs 225 men.

The directors of the Corn Products Refining Company have voted to retire 50,000 shares of preferred stock now held in the treasury of the company. This action will have to be ratified by stockholders at their next meeting.



# GENERAL CHEMICAL COMPANY

*Baltimore*  
*Buffalo*  
*Chicago*  
*Cleveland*  
*Denver*  
*Easton*

MAKERS OF

## STANDARD CHEMICALS

NEW YORK OFFICE, 25 BROAD ST.

Cable Address: "Lycurgus"

*Montreal*  
*New York*  
*Philadelphia*  
*Pittsburg*  
*Providence*  
*San Francisco*

# Super-Filtchar

## Decolorizing and Deodorizing Carbon

Special Grades of Super-Filtchar are produced for the refining of Edible Oils, Pharmaceuticals, Glycerine, Photographic Chemicals, and numerous other products.

The expert advice of our Research Department goes to our customers without cost. We will show you what improvement can be made in your product before you purchase.

It will pay you to ask us about it.

European Representative: Mr. JACOB HILBORN, 57a Holborn Viaduct, London, E. C. 1, England

FIFTH AVENUE BUILDING, NEW YORK CITY

SOLE MANUFACTURERS

INDUSTRIAL  CHEMICAL CO.



PAPERMAKERS IRON FREE PEARL  
 SIZING POROUS AMMONIA, U. S. P.  
 FILTER PICKLE POTASH, U. S. P.  
 SULPHATE OF ALUMINA 17%-22% Al<sub>2</sub>O<sub>3</sub>

E. I. du Pont de Nemours & Company, Inc.

Sales Dept.: Acids and Heavy Chemicals Division  
 WILMINGTON, DELAWARE

Branch Offices:

NEWARK, 240 Vanderpool St.  
 Phone, Waverly 4676

PHILADELPHIA, 3500 Gray's Ferry Road  
 Phone, Dickinson 59

# ALUMS

### GROWTH OF COCONUT OIL TRADE

Imports of coconut oil by the United States in 1919 amounted to 281,063,000 lbs. compared with 54,145,000 lbs. during the four years 1910 to 1914. Although the war was the immediate cause of the great expansion of the coconut oil industry, it was growing rapidly in 1914.

Ceylon leads in the production of coconuts, says "Commerce Monthly," published by the National Bank of Commerce, New York. India and the smaller outlying islands are also important producers. These areas, together with British Malaya, produce about half of the total crop. The oil mill industry has developed so rapidly since 1914 that exports of oil show a high rate of increase. Over 154,000,000 pounds of oil were exported in 1919 as compared with 54,000,000 pounds in 1917.

The Philippine Islands are fourth in importance in the coconut growing industry. It is estimated that nearly 70,000,000 trees are growing on the 750,000 acres planted in coconut groves in the Islands.

The chief markets are the United States, United Kingdom, and France. Before the war, Germany was the largest importer of copra. It is to be expected that German manufacturers will make themselves increasingly felt in the markets as Germany gradually recovers its economic strength. The Netherlands and the Scandinavian countries are also importers of considerable quantities of coconut oil, which is obtained chiefly from the United States and the United Kingdom.

Modern methods of refining vegetable oils, including the processes of deodorization and hydrogenation, have revolutionized the entire field of vegetable oils. Free fatty acids are combined and precipitated by the addition of an alkali and are separated from the oil by draining. It is then ready for deodorization, which is necessary in order to remove the undesirable flavors natural to the oil. So effective are the methods now in use that objectionable odors are removed even from fish oils. By the usual method the well refined oil is exposed to the action of superheated steam under reduced atmospheric pressure. When the oil has been sufficiently deodorized it is withdrawn through a cooler and discharged into storage tanks.

### IMPORTS AT SAN FRANCISCO

Imports at San Francisco for the last week of November included the following: On the steamer West Jessup, to Struthers & Dixon, from Kobe and Yokohama 5,957 bales chemical kraft pulp, 34 cases calcium, 2,328 bags nitrate of soda, 625 bags rape seed and 200 barrels rosin; on the steamer Bali from Sourabaya, 24,404 bags copra cake and 271 bags tapioca flour, from Banda, 131 packages nutmegs and 55 packages mace, from Macassar, 2 packages copal, 3,375 packages poonac and 5,755 bags copra cake, from Balikpapan, 9,600 packages quebracho extract and 321 bags canary seed; oil cakes and 740 bags tapioca flour; on the steamer West Norranus, from Buenos Aires and Callao, 1,937 packages quebracho extract and 321 bags canary seed; on the steamer Berwyn, from Marseilles, 5 cases pumice, 640 cases olive oil, 300 bags powdered talc, 680 cases bluing and 24 cases ochre; on the steamer Tjikembang, from Sourabaya, 29,379 bags copra cake, 282 bags nutmegs and 500 packages paraffine wax, from Batavia, 15,943 bags oil cakes, 7 bags gum damar, 850 bags pepper, 6 bales cassia and 725 bags tapioca flour.

The J. Hungerford Smith Co., Rochester, has increased its capital from \$800,000 to \$2,600,000.

The American Druggists Syndicate has filed a judgment against Gustave Ernst for \$120.45.

### Pacific Coast Notes

C. A. Blank, of the Blank Brokerage Company, Kobe, Japan, is expected at San Francisco shortly.

The Pacific Chemical & Oil Co. has been organized at Seattle, Wash., by L. F. McGonihie and C. C. Jones.

H. O. Hashagan and Samuel H. Noxon, importers and exporters of Shanghai, China, were recent arrivals at San Francisco.

Charles S. Dernham, an importer and exporter of Manila, P. I., has brought his family to San Francisco to spend the winter.

Francis T. Homer of Baltimore, and Rodman E. Griscom of Philadelphia are in California to investigate quicksilver deposits at New Almaden, near San Jose.

M. D. Allen has purchased the entire interests of Charles R. Hamilton in the Rinconada Mercury Mining Corporation of San Luis Obispo, Cal., and plans to reopen the plant shortly.

The Certus Company has been formed at San Francisco for the purpose of engaging in the manufacture of chemicals. Adolph Messmer, of Atascadero, Cal. is interested in the project.

G. H. Huchins, an executive of the American Linseed Company, New York, and Henry Fischer, of Kansas City, Western representative for Procter & Gamble, were recent visitors at San Francisco.

Edgar Viegelmann, president of E. Viegelmann & Co., Inc., of Manila, P. I., importers and exporters, has opened an office at 24 California street, San Francisco. This firm has been in business for twenty years.

J. R. Kinsman, manager of the Magnesite Products Company of Patterson, Cal., has returned from a trip to Honolulu, where he attended a conference of officials of the company. The capacity of the plant is to be doubled at once.

The Sherwin-Williams Company denies rumors to the effect that they would discontinue the manufacture of dyes and turn over their dye plants to another company. A. W. Steudel, New York manager of the company stated that he could safely say that no plans had been contemplated by the company which called for the discontinuance of the dyestuff department.

Importations at San Francisco for the week ending November 20 included the following: On the steamer West Himrod, from Manila and Hongkong, 2,690 bags bonemeal, 4,176 bags copra and 300 tons peanut oil; on the steamer Honolulu, from Kobe, 614 bags hemp seed and 1,427 bags rape seed; on the motorship Mazatlan, from Manzanillo, 250 bags sulfite; on the steamer Moerdyk, from Rotterdam, 400 tons chalk and 99 casks miscellaneous chemicals, and on the barkentine James Tufts, from Papeete, 1,100 tons of copra to Burns, Philp & Co.

### BUTTERWORTH-JUDSON PRODUCTION

W. A. Bradford, president of the Butterworth-Judson Corporation, says that final settlement has been made with the underwriters covering the loss resulting from the recent fire at the Newark plant. Active work has begun to restore the paranitraniline unit and to ensure production by the early part of January. Mr. Bradford added that while the company has curtailed production of some intermediates, dyestuffs, and heavy chemicals on account of accumulated stocks, many of the units are being operated to full capacity.

*Manufacturers**Importers*

# Paranitrophenol

## BENNETT & DAVIS, Inc.

327 SO. LA SALLE ST. CHICAGO, ILL.

## Chemicals For Sale?

Have you tried advertising in the **DRUG & CHEMICAL MARKETS**, the publication that reaches exclusively the Chemical industries?

It is read regularly by the *Big BUYERS* of your products in original packages.

This journal carries only advertising of reputable houses, and its columns have the confidence of its readers.

Advertising data on application.

### DRUG & CHEMICAL MARKETS

3 Park Place

New York

## EXPORT

## PHENOL

WHITE U.S.P.

## ACETIC ACID

GLACIAL U.S.P.

*Prompt and Future*

## MURPHY & BREWSTER

40 CEDAR STREET

NEW YORK

Telephone John 6397-8-9

**Naphthalene Flakes**  
**Bicarbonate of Potash U.S.P.**  
**Carbonate of Potash**  
All Grades  
**Potash Alum Lump U.S.P.**  
**Beta Naphthol**

### GEORGE F. TAYLOR CO., Inc.

Established 1873

2 Rector Street

New York

## INNIS, SPEIDEN & Co., Inc.

Established 1819

Incorporated 1906

### Industrial Chemicals

Import COMMISSION MERCHANTS Export

46 Cliff St., New York

Chicago Boston Philadelphia Cleveland

Cable address:—Innis, New York: Codes A.B.C., Lieber's,  
Western Union, Private



# Want Ads

EMPLOYEES FURNISHED. Stores sold—also furnished; All States. Positions. Doctors. Dentists. Veterinarians furnished. F. V. KNIEST, Omaha, Neb., Estab. 1904.

ABJEE & CO., of Cochín, Malabar Coast will supply all sorts of Malabar Produce such as Coconut Oil, Black Pepper, Ginger Lemongrass Oil, Turmeric, Coir Yarn, Fibre & Mats, Matting at lowest rates possible on a 2½% commission basis. Payment cash against the documents.

FOR SALE—Wholesale Drugs & Sundries business, this is a going concern, greatest opportunity for jobbing in the U. S. \$30,000 cash required, full information given to prospective buyers who furnish references, all inquiries strictly confidential. Address, BOX 40, care this journal.

**W**ELL FINANCED COMPANY HOLDING LONG TERM LEASE ON VALUABLE NATURAL DEPOSITS OF SODIUM SULPHATE WILLING TO ERECT PLANT FOR REFINING IF THEY CAN BE GUARANTEED STABLE MARKET AT FAIR PRICE FOR SIX HUNDRED TONS OR MORE MONTHLY COVERING A PERIOD OF TWO YEARS OR MORE.

Address Agents

**Stewart-Elms Associates, Inc.**

74 Natoma Street - San Francisco, Calif.

New Black  
**DRUMS**

Used Galv.

**RALPH L. CROSTHWAITE CO.**

140 S. Dearborn St.  
CHICAGO

17 Park Row  
NEW YORK

*A Contract is a Contract*

**Bush, Beach & Gent, Inc.**

80 Maiden Lane, N. Y.  
Telephone John 4542

Holbrook Bldg.  
San Francisco, Cal.

10 Union Court, Old Broad Street, London, E. C.

**ON SPOT**

White Sal Ammoniac 99-100%  
English Gray Sal Ammoniac

Our Own Manufacture

**Sulphuric Acid 60°**

Manufactured from Brimstone of the highest commercial value, free from Arsenic

Other Acids - MIXED, MURIATIC,  
SULPHURIC 66°, NITRIC, OLEUM

**Butterworth-Judson Corporation**

*Quotations and Product Samples on request*

ACIDS—INTERMEDIATES—COLORS

61 BROADWAY

NEW YORK

**MAGNESIA  
CARBONATE**

TECH. and U. S. P.

**C. A. SENGHER & CO.**

12 W. KINZIE ST.

CHICAGO

**Naphthalene Balls  
Naphthalene Crystals**

**The Chatfield Manufacturing Co.**

Cincinnati, Ohio, U. S. A.

**DANA & COMPANY, Inc.**

111 Broadway

New York, N. Y.

EASTERN SELLING AGENTS

**PFALTZ & BAUER, Inc.**

300 PEARL STREET

NEW YORK CITY

**Manganese Sulphate  
Manganese Chloride  
Manganese Oxide Hydrated  
Red and Metal Arsenic**

Factories: Pavonia, N. J.  
Brooklyn, N. Y.

Established 1851

**Stearate of Zinc**  
U. S. P.

Pure Rice Starch - No. 40 Carmine

MANUFACTURED BY

**H. KOHNSTAMM & CO.**

83-93 Park Place New York City

**ACIDS****Muriatic Mixed  
Sulphuric****CONTACT PROCESS CO.**

BUFFALO, N. Y.

Established 27 Years

**A. DAIGER & COMPANY**  
Fine and Technical Chemicals**Dry Colors  
Denatured Alcohol**50 W. Kinzie St. Chicago, Ill., U.S.A.  
Randolph 7387 Cable: Celeritas**W. F. GEORGE CHEMICALS, INC.**

Industrial Chemicals

**Citric Acid  
Tartaric Acid**42 BROADWAY NEW YORK  
Broad 5428**EUROPE'S  
LARGEST  
OLDEST****&  
BEST  
CHEMICAL PAPER**

IS

**THE CHEMICAL  
TRADE JOURNAL****&  
CHEMICAL ENGINEER**

PUBLISHED EVERY FRIDAY

Established in 1887]

**By GEORGE E. DAVIS**  
CHEMICAL ENGINEER*Annual Subscription Abroad  
£ 1.4.0 per Year*

SCOPE:—

**INDUSTRIAL  
COMMERCIAL  
TECHNICAL  
ENGINEERING**

Fill this in for specimen copy

-----  
To Chemical Trade Journal  
265 Strand  
London, W.C.2

Please send a specimen copy.

Name .....

Address .....

.....

**PITTSBURGH RAIL CARBANKS ON SOUND BASIS, RAILROADS HIGH HOPES FOR PROSPERITY. NEW PROSPERITY IS SEEN**

**CARPET WHOLESALERS SATISFIED WITH OUTLOOK**

**SOUTHERN TEXTILE TRADE IS REPORTED TO BE IMPROVING**

**Association Suggests That Goods Be Passed Along**

**THE EAST-WEST WHOLESALE FLOOR**

**SUCCESSFUL YEAR FOR WOOLEN BODY**

**INCREASED RAILROAD EARNINGS**

**NEW HIGH RECORD FOR FREIGHT HAULS**

**788 TONS PER TRAIN**

**GUST WEST WORK**

**Bankers, in Conference, Declare Situation "Fundamentally Sound"**

**U. S. IS SHIP INDEPENDENT NOW, DECLARES BENSON.**

**U. S. TO USE BILLION BBLs. OF OIL A YEAR**

**MEAT PRICES REACH RECORDS BEFORE WAR**

**PROGRESS REPORTED IN RETURN OF CARS**

**RAILROADS ARE RELOCATING FREIGHT EQUIPMENT**

**SPECIAL BUSINESS MEN HOLD KEY TO PROSPERITY**

**FEDERAL TRADE BODY HEADS GOES OPTIMISTIC**

**U. S. IS SHIP INDEPENDENT NOW, DECLARES BENSON.**

**CHARLESTON, S. C.**

**U. S. TO USE BILLION BBLs. OF OIL A YEAR**

**ESTIMATE OF U. S. WELCH**

**MEAT PRICES REACH RECORDS BEFORE WAR**

**But Says Retailers Must Aid In**

**INCREASED INQUIRIES FOR**

**SABIN IS OPTIMISTIC.**

**Deal direct with the manufacturer**

**Mathieson Alkali Works, Inc.**

**General Offices:**

**25 WEST 43rd STREET**

**New York, N. Y.**

**On this page are a few clippings from the daily newspapers, every one of which points to the fundamentally sound condition of the business situation throughout the country, and indicates a prosperous 1921.**

**Another indication for a prosperous New Year is the number of contracts for delivery over 1921 for CAUSTIC SODA, SODA ASH, BICARBONATE OF SODA, BLEACHING POWDER AND LIQUID CHLORINE which this Company has recently closed.**

# COTTON SOLUTIONS

For All



Purposes

## MINER-EDGAR CO.

110 WILLIAM STREET

NEW YORK

Rail and Water Facilities

Telephone  
Beckman 441-4

Warehouses  
Brooklyn, N. Y.  
Newark, N. J.

Cables  
Minorca, N. Y.

Plants  
Newark, N. J.  
Monmouth Jct., N. J.



# "NATIONAL DYES ARE NATIONAL ASSETS"



This Company is now making an extensive line of Coal Tar Dyes of high grade standard qualities, and produced in commercial quantities for all classes of color-using requirements.

Our Research Laboratories are constantly developing new colors, adding to the above line, and leading to the independence both directly and indirectly, from foreign sources of supply.

**National Aniline and Chemical Co. Inc.**

General Offices:

21 BURLING SLIP  
NEW YORK

## QUALITY

# GUAIACOL LIQUID U.S.P. GUAIACOL CRYSTAL U.S.P.

PROMPT SHIPMENT

NEWPORT CHEMICAL WORKS, Inc.

120 BROADWAY

NEW YORK CITY

## COMMONWEALTH CHEMICAL CORPORATION

**Benzaldehyde Technical**  
96-97%

**Benzaldehyde Pure, 98%**

**Benzyl Alcohol, Pure**

**Benzyl Acetate, 97-98%**

**Coumarin Crystals, C.P.**

Address all inquiries to Main Office

15 PARK ROW, NEW YORK, N. Y.

Works: Canadian Office and Works:  
Newark, N. Y. Walkerville, Ontario

We offer for prompt shipment—

**Formaldehyde**

**Hexamethylenetetramine**

**Salicylic Acid**

**Sodium Salicylate**

**Methyl Salicylate**

(Oil of Wintergreen—Synthetic)

**Potassium Bromide**

(Granular and Crystal)

**Salol**

All complying with highest purity standards

**Heyden Chemical Company  
of America, Inc.**

General Offices, Research Laboratories and Works  
GARFIELD, N. J.

New York Office:  
135 William St.

Chicago Office:  
180 N. Market St.



## OIL RUE--Imported

LIMITED STOCKS NOW AVAILABLE

ALL SIZE PACKAGES

SAMPLES CHEERFULLY SUBMITTED

**MAGNUS, MABEE & REYNARD, Inc.**  
NEW YORK

